

# LEATHER *and* SHOES

*The International Shoe and Leather Weekly*

MARCH 17, 1951

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LETTERS TO

**L&S**

This column invites the opinions of all L&S readers.

# Leathermongers And Hidemongers

Sir: Why is the hide business singled out to be laid prostrate by the Price Fixers in Washington when no other business is so handcuffed?

In his book, "Wealth of Nations," Adam Smith, daddy of all economists, wrote that Leathermongers from Scotland used to send to the Argentine 150 years ago to get hides and to leave the meat to rot. Up to 60 years ago the Leathermongers (tanners) used to send hidemongers to the prairies of our Western states to kill the bison for their hides alone, leaving the meat for the vultures.

So the Leathermongers became rich from the money they made off the old hidemongers. One of the early ways of belittling the hidemonger was to call his product "offal," later dignified by the term "by-product." As a result, the hidemongers went to work in old clothes, the Leathermongers in Sunday clothes.

The hidemongers and their products, reduced to a lowly state of general opinion by the luxurious Leathermongers, have no political friends in the Courts of the Price Fixers. So the politicians proclaim that they are saving the masses from going barefooted by curbing the activities of the low-down hidemongers. Hide prices per carload are reduced \$5,000, and the sanctity of the hidemongers' contract is destroyed.

Hides were *never* the product of any slaughterhouse. Instead of being a "worthless" by-product, hides are a most essential *principal product*. This we always learn in the first days of every war. Yet hides—and the hidemongers—become the first casualty of the Price Fixers. And so we hidemongers have permitted ourselves to become the slaves of the Leathermongers and the victims of the Price Fixers, consigned to boil in our own juice.

FRANCIS A. GROVES

President

Francis A. Groves, Hides and Skins  
P. O. Box 652  
Rochester, N. Y.



# LEATHER and SHOES

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March 17, 1951



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# ANOTHER VALLEY FORGE!

*Stalled, frozen action in Washington is shockingly disgraceful*

**T**HE shoe industry will gag on this.

The U. S. Army has authorized some of its induction centers and training camps to go out and buy men's work shoes off retail shelves wherever and however they can get them. One of the smaller induction centers — Fort Devens, Mass. — has been authorized to purchase 18,000 pairs of men's work shoes at retail for inductees. Other camps have also been so authorized for even greater pairage. Army recruits in some military training camps are reported to be wearing sneakers. Memories of Valley Forge!

The military footwear procurement program is so hopelessly snarled in red tape and bottlenecks that sorely needed military footwear is not coming through pipelines in quantities required. Between the government and military agencies there is unbelievable confusion that is causing footwear and other defense supplies to stagger almost aimlessly.

The Army, in a virtual state of frenzy, is now buying at a rate of 50 percent of peak procurement of World War II. In the last war, with 12 million men under arms, as compared with about 2,500,000 at present, the flow of supplies was relatively smooth and abundant. There were regulations, price schedules, allocations, concrete programs, a definite sense of direction. But the present situation is grossly vague, indecisive.

We thus find the military demanding output at 50 percent of the peak wartime rate—but not a chance of getting its orders filled. It needs shoes—but whoozy-washy Washington has, with its delay in price schedules for rawstock and leather, fouled up leather production. Tanners reasonably hesitate to produce leather when they do not know the prices that will be fixed on those leathers. Shoe manufacturers cannot bid on military orders because they have little leather—or cannot fulfill orders

## LandS Editorial

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1000-3000, 2½¢ each; 5000 or over,  
1½¢ each.

in time because of leather shortages. Result: orders, orders everywhere—but no supplies to fill them.

The Army wants more than 200,000 pairs of lasts now—wants the order filled in 10 weeks. But the blocks available for the sizes required are very short, insufficient to fill this Army order within the specified time—unless civilian orders are bypassed. The last manufacturer thereby must chance losing his civilian shoe customer to fill the military order. Moreover, he is made to bid a price of around \$3.30 on military lasts when his price is closer to \$3.75 for civilian lasts. He finds the military order unprofitable—yet is expected to fulfill it at the sacrifice of his bread and butter, and under extremely difficult demands of supply shortages and insufficient time.

## Leather Is Orphan

The New York Quartermaster Procurement Agency, center of military footwear buying, poses another serious bottleneck. Here, Textiles and Leather are under a single buying unit. The large majority of purchases are concerned with clothing and textiles. For example, in February, \$328,000,000 was spent for "clothing and equipage," including footwear. Of this, about \$30,000,000, or 10 percent, went for footwear. Thus, the "Leather" or footwear portion of the N. Y. Procurement Agency is a relative orphan.

Leather and Footwear should be divorced from Textiles, made into a separate unit. Its executive direction should be in the hands of industry-experienced men, and its plan-

ning revised to comply more closely with industry conditions and needs. Leather and footwear are not an appendage to textiles.

More than anything, we need coordination so that the left hand knows what the right is up to.

First, Washington agencies. OPS, NPA and ESA should have officials who can speak with final authority on matters dealing with the shoe and leather industry. Those officials, working in cooperation with industry advisory committees, should also see that the plans and decisions of those three agencies are coordinated so that there is no working in the dark or at cross purposes among the agencies.

Second, military leather and footwear procurement should be governed and executed by industry-experienced men with authority to plan and act without having to run the obstacle course of red tape from above. The chief official of this military procurement agency should work closely in planning and decisions with the head industry officials of NPA, OPS and ESA. We have seen the results of failure to do this. For example, Washington delay in price schedules causing a bottleneck in military footwear production.

Third, the chairmen of all industry advisory committees — representing all branches of the industry—should comprise an over-all executive committee along with the chief officials of NPA, OPS, ESA and military procurement. This would be the "ultimate" committee—the final authority. It would be representative of all branches of the industry, so that intelligent planning and decisions could be made with all voices present. This would comprise the ideal coordination of planning, decision and action so lacking at present, and so direly needed.

America long ago turned its back on a policy of isolation. Why should its official government agencies continue now to act in isolation?



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# FRUSTRATION BOGS TANNERS' MEETING

*They came, they saw, but nothing was conquered*

**I**F the many tanners who flocked to the widely-heralded Business Meeting of the Tanners' Council of America, Inc., held Monday, March 5, at the Hotel Biltmore, New York City, came seeking the answers to questions of the moment, they left disappointed and just a bit confused. If they came to exchange a few ideas, compare present hardships, share their confusion, and guess about the future, they found the meeting well worth attending.

What began on a note of expectancy, with Council officials predicting the announcement of new hide and skin price ceilings momentarily by the Office of Price Stabilization, soon deflated under the weight of a silent Washington. Tanners left little wiser than they had entered.

## Fault Not Council's

The fault was not the Council's. Rather TC officials had been led by OPS officials to believe that the hide ceilings would be announced dramatically at meeting time and that the meeting itself would center on a discussion of the new pricing schedules and how they would affect the tanning industry. In fact, the Council pre-meeting press release said word was "momentarily expected . . . that such regulations were being issued in order to avert trade paralysis."

When it became evident that the



*William L. Shirer, main speaker at Tanners' Council Meeting.*

ceilings were not forthcoming, there was little left to do but talk around the subject. This everybody proceeded to do, including OPS' own representative, Joseph N. Kallick, director of the OPS Consumer Soft Goods Division.

Knowing full well what was expected of him, Kallick could do little more than point out that ceilings were on the way. Actually, he even served to confuse the issue still more. Before the meeting, it was generally accepted that hide prices would be based on set dollars and cents ceilings with allowances made on a weight formula. Kallick said the Government was considering two

types of regulations—the dollars and cents one and another based on margins.

"Leather and shoe price regulations," he said, "have to be framed so that there can be a continuous movement of goods to the consumer and to the Armed Forces. None of the regulations that are being considered will be pulled out of the air."

Think of the comfort that packers, hide men, tanners and shoe manufacturers must have drawn from this ambiguous statement.

Kallick was introduced by Clayton F. Van Pelt, president of the Tanners' Council, with the remark that tanners could not receive any better news than to hear that new pricing regulations were imminent. The OPS official did not respond.

## "To Encourage Production"

About all the comfort he could offer was the emphasis that production of low-end lines would not be discouraged by setting of very low ceilings. Price regulations, he said, were being framed to encourage full production of desirable lines—both high and low priced.

The meeting opened auspiciously with an address by Judge Van Pelt in which he called for Government action in removing "unreasonable restrictions" on imports of hides and

*(Continued on Page 62)*

# MUTUAL

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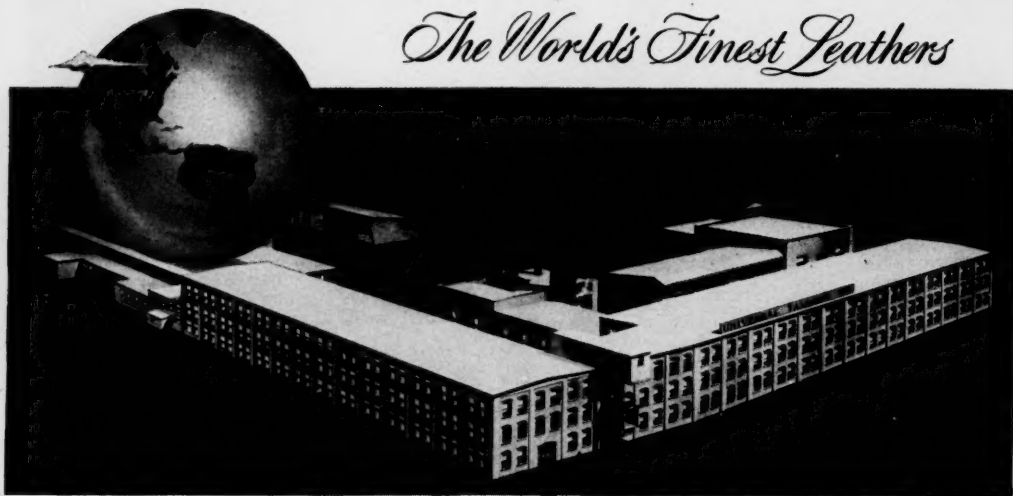


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## SOUND BUSINESS DESPITE CONTROLS

*"Not profits, but red ink is what we should be ashamed of"*

By Clayton F. Van Pelt

President

Tanners' Council of America

**T**HE primary purpose of this meeting is to review what has happened in the last few months and to clarify, if possible, some of the questions that have come up in all of our minds. In the course of the past nine months your Board of Directors has met on several occasions. Furthermore, the Council has been closely in touch with members individually and through group meetings. Consequently, I believe that in today's session I can express and speak for industry opinion on several pertinent matters.

We tanners are as allergic to controls as every other industry which is devoted to free markets and free enterprise. We know that controls can never be a substitute for the free functioning of business, for the healthy give-and-take of unrestricted

markets. Controls are artificial and at times raise far more problems than they can solve. Nevertheless, the fact is that the Government has deemed certain measures necessary. For the national good we must live with certain controls. Speaking for this industry, I say let us try to make those controls sound for the country and livable for business. Tanners certainly do not want controls unless they are justified and necessary, and we must assume that Government takes the same position. Above all, we want to be certain that when the emergency is over the basic body of our economic institutions remains unimpaired.

The period that began a few weeks ago can well mark one of the most dangerous times we have ever lived through as an industry. No one in

this industry ought to underestimate the risks that confront us as an industry. In many respects our problems are unique; they are in no way comparable with the problems of other businesses. I refer first of all to the tremendous danger involved in the high cost of raw material and the commitments tanners must make in high cost raw material in order to assure continuous production of military and civilian leather.

This is the kind of risk we have always had to assume, but it is more acute than ever now because the whole fabric of price levels is determined by forces we do not understand, much less control. In addition we have assumed obligations, for the most part voluntary, to give the Government whatever is needed in the

*(Continued on Page 66)*



## LEATHER CONTROLS: A PROGRESS REPORT

**"Unless and until military needs become substantially greater than now appears to be the case, it should be possible to do without a considerable number of restrictions and limitations which had to be put into force during World War II."**

**By Julius G. Schnitzer**  
Director, Leather Division  
National Production Authority

**O**N many previous occasions I addressed you as Chief of the Textile and Leather Division of the Office of Industry and Commerce in the Department of Commerce. Now I appear before you as Director of the Leather Division of NPA, and those initials, as you know, stand for the National Production Authority. The National Production Authority is one of several agencies charged under the Defense Production Act of 1950 with the organization of our national defense program and with what everyone speaks of as "controls."

I would like to make a very positive statement to you, and that is that NPA is concerned with almost all

matters relating to the production and distribution of materials essential to the production of military and civilian products. It is our task in the Leather Division to assure the fulfillment of military procurement schedules for such items as footwear and other leather products. Also, to plan as far as possible for the best utilization of our raw material supplies and productive facilities in our own commodity area.

These purposes are worth stressing because even today I find traces of confusion among my friends in the trade. The Leather Division still receives frequent calls on problems over which we have no authority. Tanners

or shoe manufacturers who contact me in regard to price ceilings are certain to get a pretty blank and surprised reply. NPA has literally nothing to do with price ceilings; we have no authority and it is not within our provisions to interpret any regulations or control measures by the Office of Price Stabilization. I can assure you that we have enough problems on our hands without taking over those assigned to others.

Neither the Leather Division or any other NPA Division attaches any weight nor sees any merit whatsoever in controls for their own sake. Too many businessmen have the feeling

*(Continued on Page 74)*

# better leather

- finer and tighter grain
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- greater tensile strength and abrasion resistance
- greater plumpness



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March 17, 1951

LEATHER and SHOES

13

# THE CONTROLS WE'LL LIVE WITH

*And what you'll be expected to do to help make controls work*

By J. N. Kallick

Price Director

Consumer Soft Goods Division

Office Of Price Stabilization

**O**NLY a rash man would predict how long our official acquaintance will have to last. I would like to make this relationship something more than the formal contact of Government and business. All of us have a big stake in the job of price stabilization; we should proceed to the task without formality and as directly as possible. Consequently the agency and industry should communicate freely. I propose that we give more than lip service to that objective.

Whatever I know about prices and costs was learned in the same school as yours. My service as Price Director of the Consumers Soft Goods Division of the Office of Price Stabilization dates back just six weeks. In those few weeks I have not forgotten what it means to meet a payroll to carry an inventory or to be squeezed between what I have to pay for goods and what I can sell. As a business man I want to know how ideas work in actual practice.

None of us relish the idea of controls, of clamping rules and regulations on markets. We have no choice

in this matter. The alternative to a sincere effort at reasonable and sound price control is loaded with national dynamite. The rate at which price levels were moving upward before the price freeze would have brought severe damage to the defense program and sooner or later would have meant a catastrophe for business.

## Tanners Know

Tanners probably know as well as anyone else the ultimate cost of price inflation. From what I have learned about the history of your business I think you would be more allergic to those kind of prices than an OPS lawyer to curbstone interpretation of the Price Regulations.


The keystone of everything being done in OPS and in the other defense agencies is the defense program itself. A big slice of our economy has to be cut out of normal use and expended for military preparation. The impact of that military program necessitates measures of price stabilization.

Every business man wants to know whether price control can be effective,

whether it can operate efficiently, how it can cause as little dislocation in our basic way of doing things as possible. Each of these objectives is possible. One important element is that the great majority of every industry realizes that stabilization is a priceless opportunity to safeguard our physical and spiritual assets. I know you will agree on the first, and by the second I mean my right when I get back to Spiegel, Inc., to be a tough competitor, with every chance to build, to expand and flourish. None of us wants to stay under controls any longer than we have to; and while we do let's make it livable and workable. That means also livable and workable from the standpoint of the welfare and security of the community in which we live.

OPS is dedicated to these principles. Business has to go halfway,

*(Continued on Page 71)*

A stylized line drawing of a shoe, possibly a boot or a high-top sneaker, is shown in profile. The shoe is white with black outlines. Inside the shoe, there is text. The background is dark with swirling, smoke-like patterns.

# They're all Allergic ...to Vapor

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★ ★ ★ ★

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# WAGE CONTROLS ARE WEAK

*They won't accomplish the desired purpose*

By Jules Backman

Professor of Economics  
New York University

**T**HE wage program advocated by Economic Stabilization Director Johnston, is a wage-raising, not a wage-stabilization program," Dr. Jules Backman, Professor of Economics, New York University, School of Commerce, Accounts and Finance, stated before the Spring Meeting of the Tanners' Council of America at the Biltmore Hotel in New York City. "Our wage stabilization policy will not accomplish its professed purposes. Wage increases to compensate for rises in living costs and probably for annual improvement factors and the proposed exclusion of fringe benefits from the 10 percent catch-up formula, make a mockery of wage stabilization. The sharp increases in wages in the automobile and related industries under this program, will create intense pressure for wage increases in other industries.

"Wage stabilization does not mean income stabilization for wage earners. Steadier work opportunities, overtime, incentive plans and related developments will mean higher wage incomes." The speaker noted that in World War II, although the Little Steel Formula limited increases in base wage rates to 15 percent, hourly earnings rose 50 percent and weekly earnings increased 75 percent.

Dr. Backman forecast: "Despite the imposition of general price controls, higher prices seem probable under the impact of our defense program. Higher wages, large government deficits, a political farm policy, and related pressures will combine to push prices higher. The major sources of inflationary pressure since Korea have been the expansion in bank credit and the activation of the inflation created during World War II. The period since Korea has been characterized by increases of more than \$8 billion in business loans by the banks, largely to finance inventory accumulation, more active use of existing deposits, and a moderate

utilization of liquid assets by consumers. This latter development is illustrated by the net redemptions of more than \$500 million in Series E Bonds and the reduction of \$175 million in postal savings deposits in the second half of 1950."

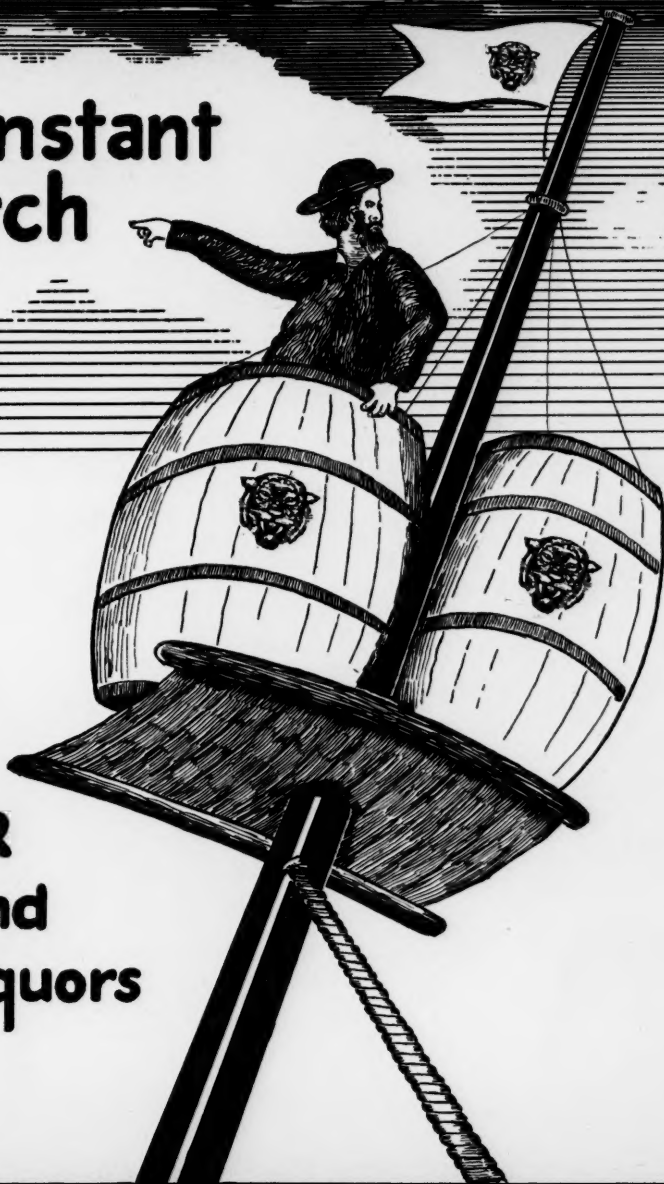
The NYU professor emphasized that it would require more than lip service and jawbone control to effectuate an adequate anti-inflation program. "Amendments are required to the Defense Production Act to eliminate the inflationary farm price policy which it endorses. Wage control must be tightened to convert the present wage-raising to a wage-stabilization program. Higher taxes to assure that our war costs are met on a pay-as-you-go basis and general controls over credit to restrict inventory accumulation, are additional necessities," Dr. Backman advocated high excise taxes on durable goods, the supply of which is being reduced by war production. If these taxes are set high enough, it will not be necessary to spend valuable time and effort in stamping out black markets.

"Business inventories increased by \$10 billion during 1950, a rise of about one-fifth. At the same time, all the evidence points to a large increase in consumers' own inventories as a result of the buying spree of the past eight months. Should a "peace scare" develop, this situation could create a temporary curtailment of buying by consumers and some dumping of inventories by business. Nevertheless, any such development would be a temporary one since the fundamental fact is that our defense program will be continued with its attending curtailment of civilian supply and inflationary pressures.

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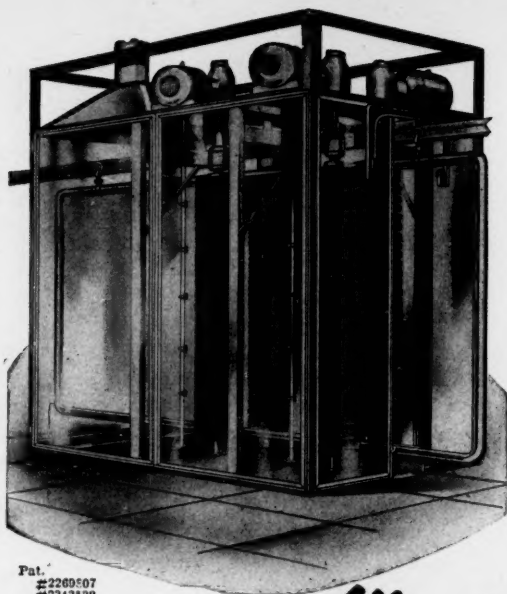
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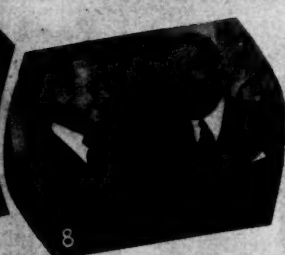
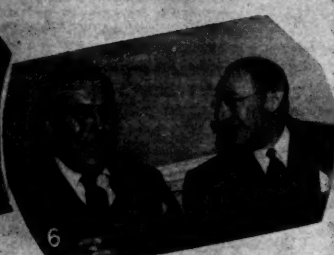
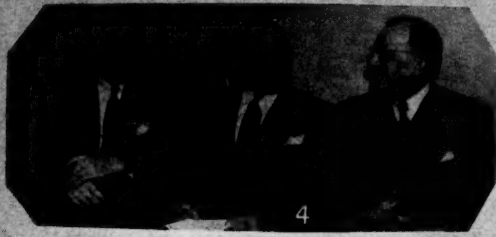
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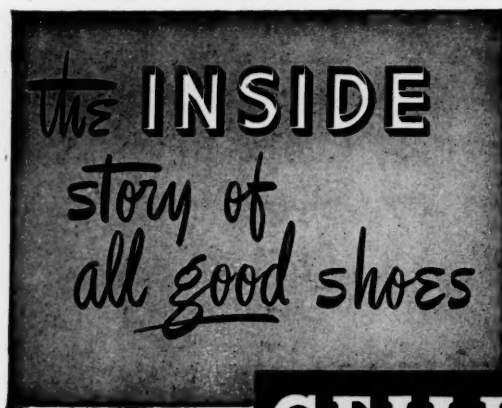
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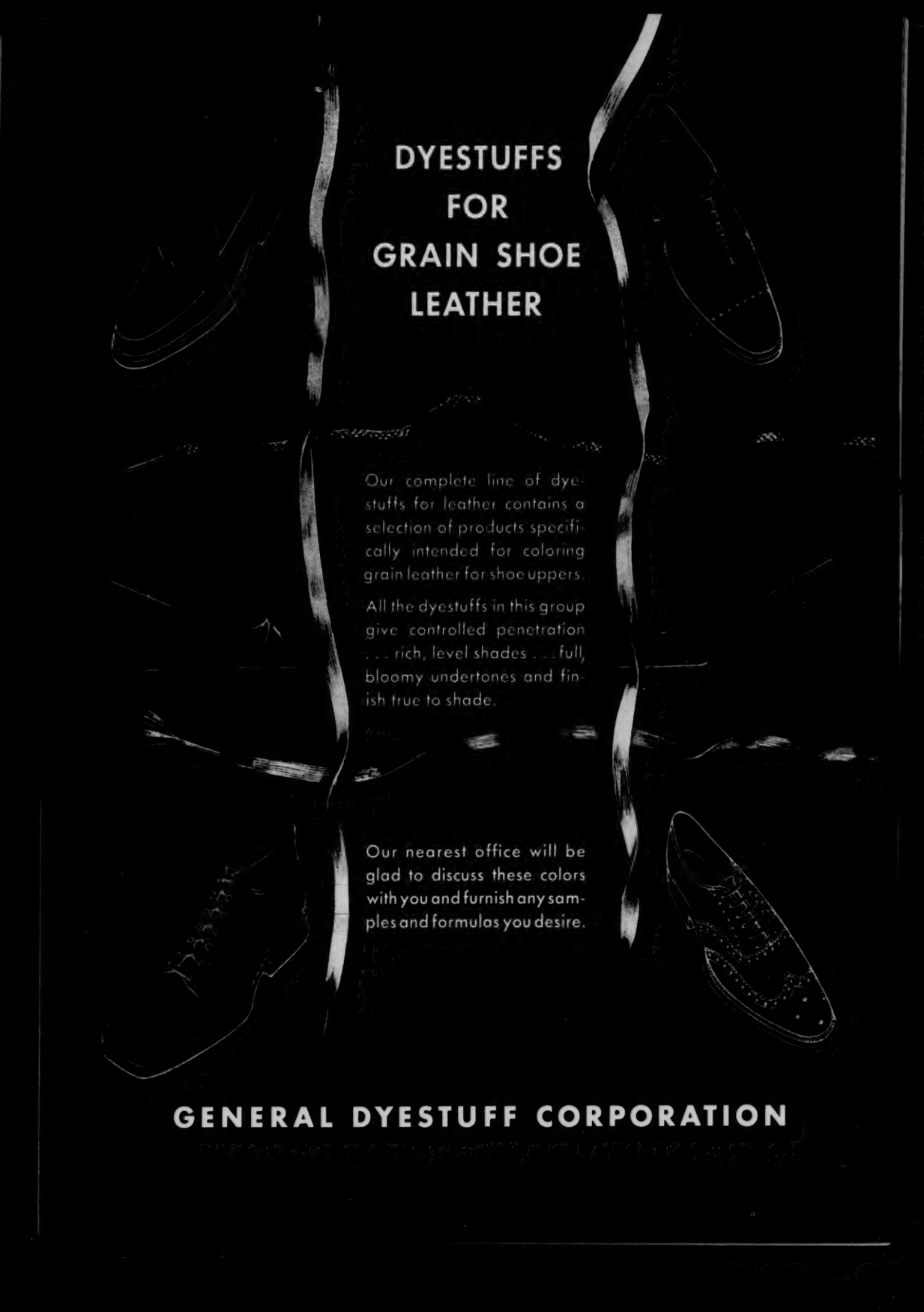
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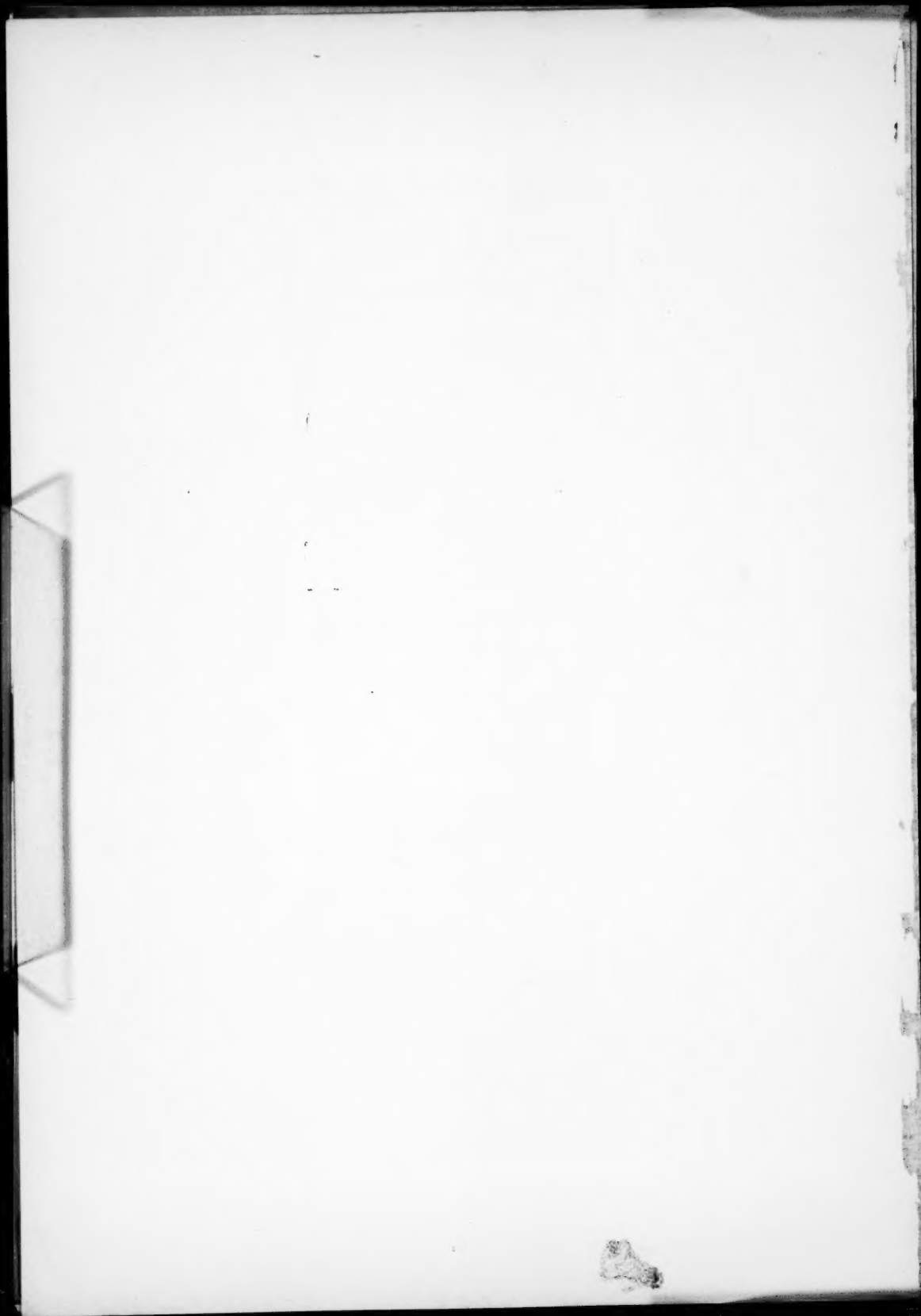
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6. Harold Ross and Martin Barr, A. H. Ross Lea. Co.

7. H. M. Thiele, Thiele Tanning Co.; Harold Goodspeed, A. C. Lawrence Lea. Co.

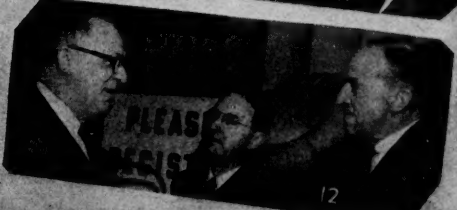
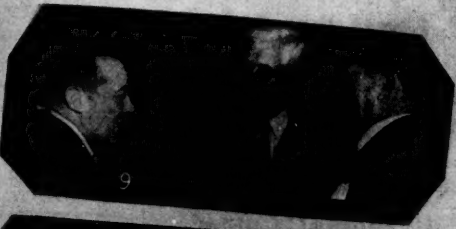
8. Arthur Hamel, Hamel Lea. Co.; H. B. Fitzpatrick, Burk Bros.

9. Julius Schnitzer, NPA; George Hebb, Hebb Lea. Co.; Guy T. Creese, Creese & Cook.

10. Richard Flagg, Eagle-Flagg Tanning Corp.; Arnold Horween, Horween Lea. Co.; Olin West, Jr., General Shoe Corp.

11. H. K. Dugdale, B. S. Holmes, Beadenkopf Lea. Co.; Wm. Merchant, A. C. Lawrence Lea. Co.

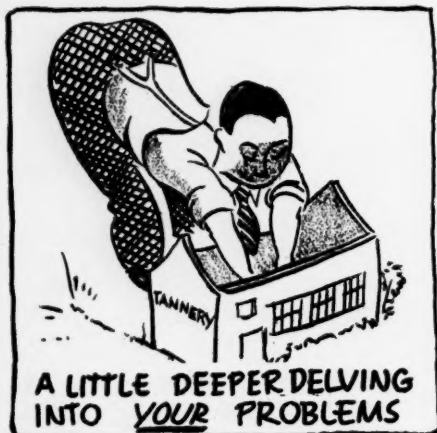
12. Fred Atkinson, Fred C. Atkinson Co.; Jas. F. Penrose, Karl Hill, Dungan Hood & Co., Inc.



# In Setting Out Machines, too, Stehling's "little things" add up to BIG results . . . .

● Stehling's Hydraulic Double Roll Setting Out Machine is literally *your* machine . . . made to *your* specifications after Stehling engineers spent years analyzing *your* problems. It has heavier construction, heavier ball bearings for duty all around. Seven and one-half inch open position means easier

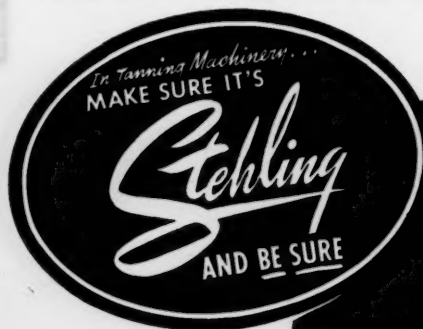
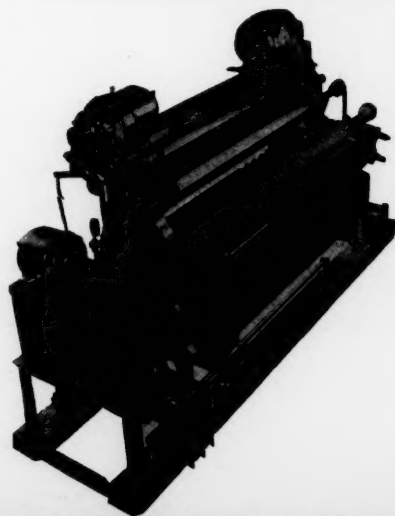
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Synthetic tanning agent OROTAN TV produces high-quality, tough-grained leather of outstanding strength in less time. Finished leather is full and plump with a high degree of tannage. And excellent solubilizing, penetrating and bleaching qualities assure rapid, uniform tanning.

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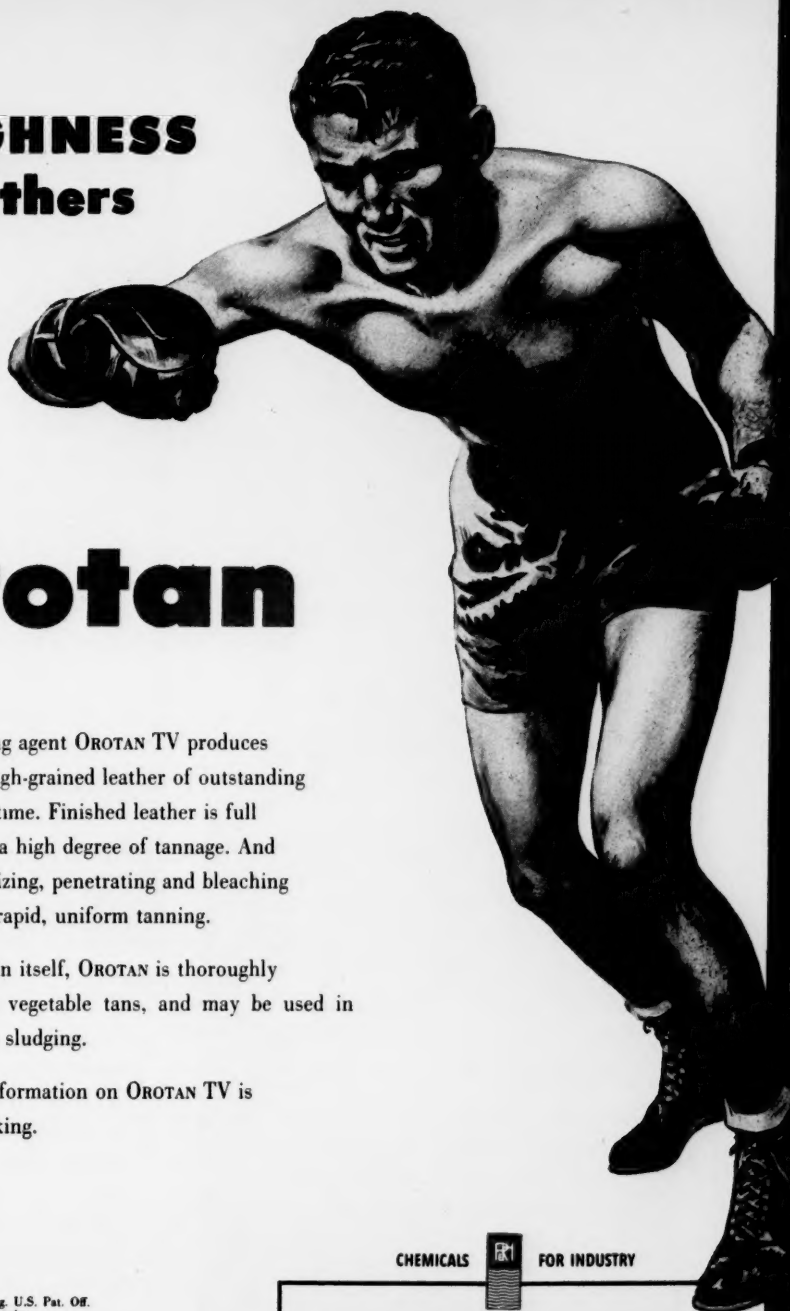


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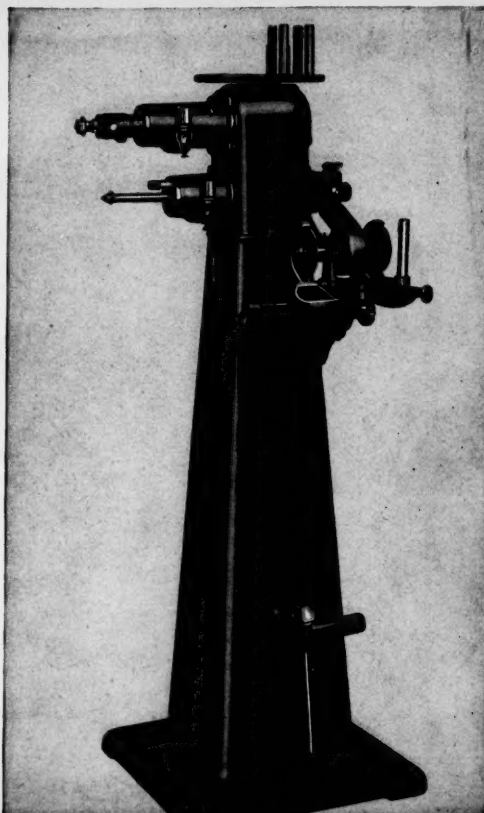
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Well-made edges are one of the important details that improve shoe appearance. Edges with a well-defined profile . . . edges that are smooth, solid and rich in tone, complement the color and style of the upper.

The three machines shown each contribute to better edge making. Each assures a higher level of machine performance. Each requires far less effort by the operator. Together they become a highly effective unit for the steady production of attractive edges. For complete details, contact the nearest United branch office.



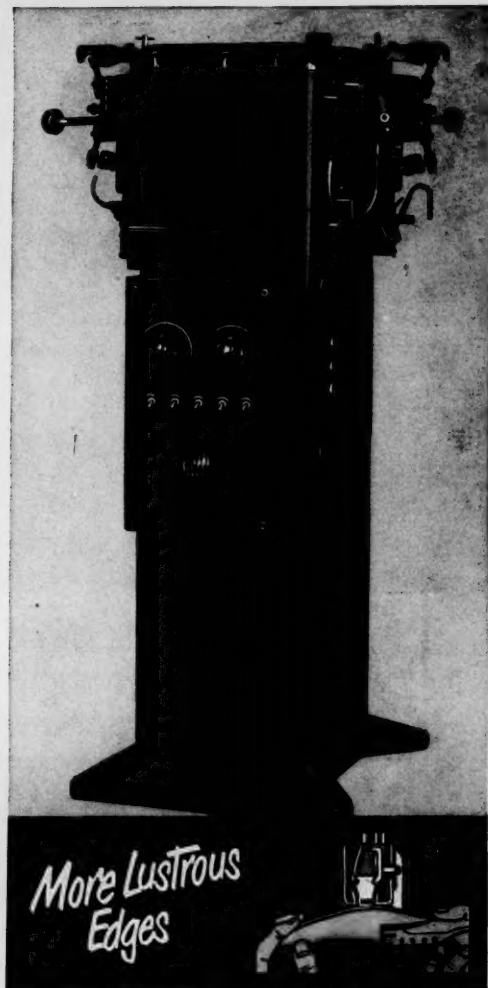
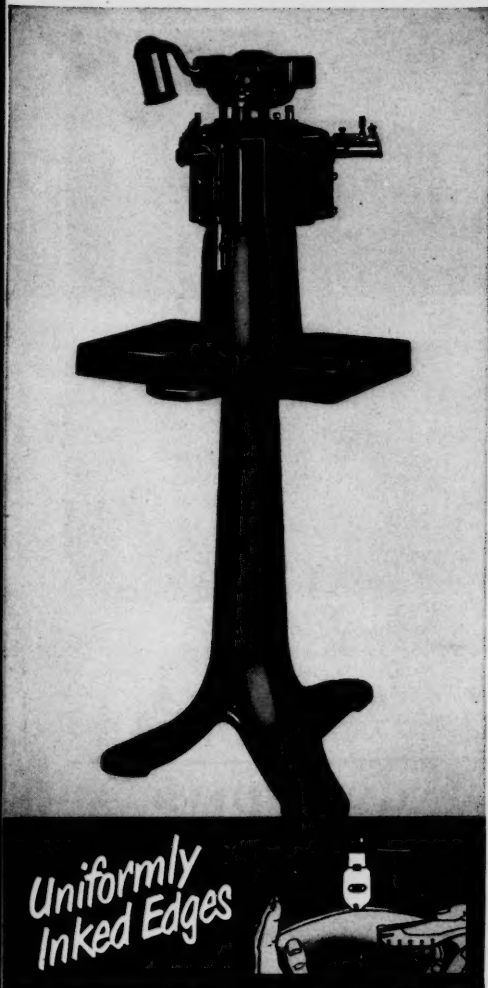
*Clean-cut  
Edges*



**USMC Edge Trimming Machine—Model L**

Smoother, highly accurate edge trimming at considerable time-savings over earlier equipment is assured by this high-speed machine. It makes possible great accuracy while requiring less skill, as proved in hundreds of installations. Freedom from vibration is attained by improved design of the entire shaft assembly with superior bearings . . . better lubrication . . . frequency-changer motors and no reciprocating parts.

**UNITED SHOE**



**USMC Sole Edge Inking Machine — Model A**

This machine offers for the first time superior mechanical inking of attached sole edges. The controlled ink flow results in more uniform inking and better finished edges. Results in greater cleanliness, too, with savings in the Bottoming, Treeing and Packing Rooms. Look for these advantages over hand work, particularly on women's close edge styles where the machine makes possible substantially more volume.

**USMC Twin Edge Setting Machine — Model F**

This new machine is smoother 3 WAYS—in operation, in appearance and in the edge it produces. The iron makes 5600 strokes per minute—2200 more than preceding models and the shorter stroke greatly reduces vibration. Sets better edges more rapidly and with minimum operator effort and fatigue. Has balancing system for quiet operation. Either side of the machine can be shut off when not in use, thus reducing wear, maintenance and power consumption.

**MACHINERY CORPORATION**

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James Murray, Murray Leather Co.; F. G. Moynahan, Leather and Shoes; David Laub, Geo. Laub's Sons.

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Credit and collection overhead is just part of what it costs to protect capital tied up in receivables.

Your losses on bad debts are extra.

Then why carry receivables at all — if the problem is additional working capital?

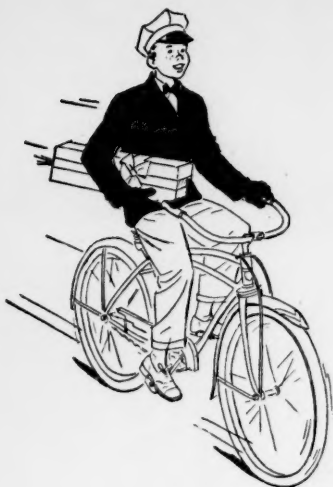
Why not Crompton Factoring? — the service that finances sales and brings spot cash for receivables as fast as goods are shipped. You have the liquidity so essential for top production or for building larger distribution.

And Crompton eases the sales problem by taking over credits. We're seasoned specialists, serving many markets. If there are credit losses, we're liable — not you!

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Grain leather jackets and gloves, whether for military or civilian use, should maintain high standards. The selection of the proper dyes should be made to provide:

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2. Non-bleeding in water and the finish
3. Full, even shades on the grain
4. Uniform penetration

A group of Calco dyes which fully meet these requirements to produce the required browns on calf, kid and goat skins is:

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**CALCOCHROME\* RED 650**

With this particular group of dyes you may feel assured that you are using dyes that will meet these needs.

Your Calco representative is a trained and experienced leather colorist. He will be happy to demonstrate, in your own plant, the superior properties of these and other dyes in the complete Calco line—to your profit.

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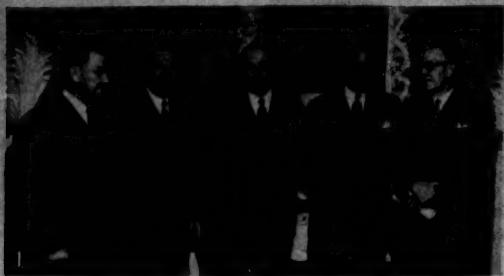
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CALCO CHEMICAL DIVISION  
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BOUND BROOK, NEW JERSEY

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Leather articles courtesy of Rogers Peet Company



1. Arthur Carr, C. Roy Fischer, Felix Carr, Carr Lea. Co.; Harold Kaye, Herman Loewenstein, Inc., and George Heitman.

2. Awaiting the speaker.

3. L. C. McKinley, International Shoe Co., and Theo. Tewksbury, Northwestern Lea. Co.

4. Howard Lincoln and J. H. Pike, L. H. Lincoln & Sons, Inc.

5. Richard and Arthur Loewengart, Loewengart & Co.

6. M. J. Lenobel, Rapco Lea. Co.; Leonard Schaden, Eagle-Ottawa Lea. Co.

7. Cardwell E. Belding, Leather and Shoes; George M. Blackwell, Pratt Bros. Co., Inc.

8. Arthur J. Buckley and Geo. J. Robbins, Verza Tanning Co.

9. L. J. Roversi, Jr., and L. J. Roversi, Sr., Tupman Thurlow Co., Inc.

10. Geo. A. Hegner, Howes Lea. Co.; N. S. McKay, American Hair & Felt Co.

11. Ed Roseman, A. K. Goldman and Ralph Pleatman.

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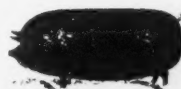
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To do this, Ciba research is always at work to bring about **IMPROVEMENTS** in our product line that will, in turn, enable our customers to improve *their* customer services.

**B***enefits*

The **BENEFITS** of such integration of what we do with what you do make Ciba dyestuffs a basically reliable part of your production planning.



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We invite **ALL** users of dyestuffs in the leather industry to consult us on the selection of the most efficient coloring materials for leather processing.



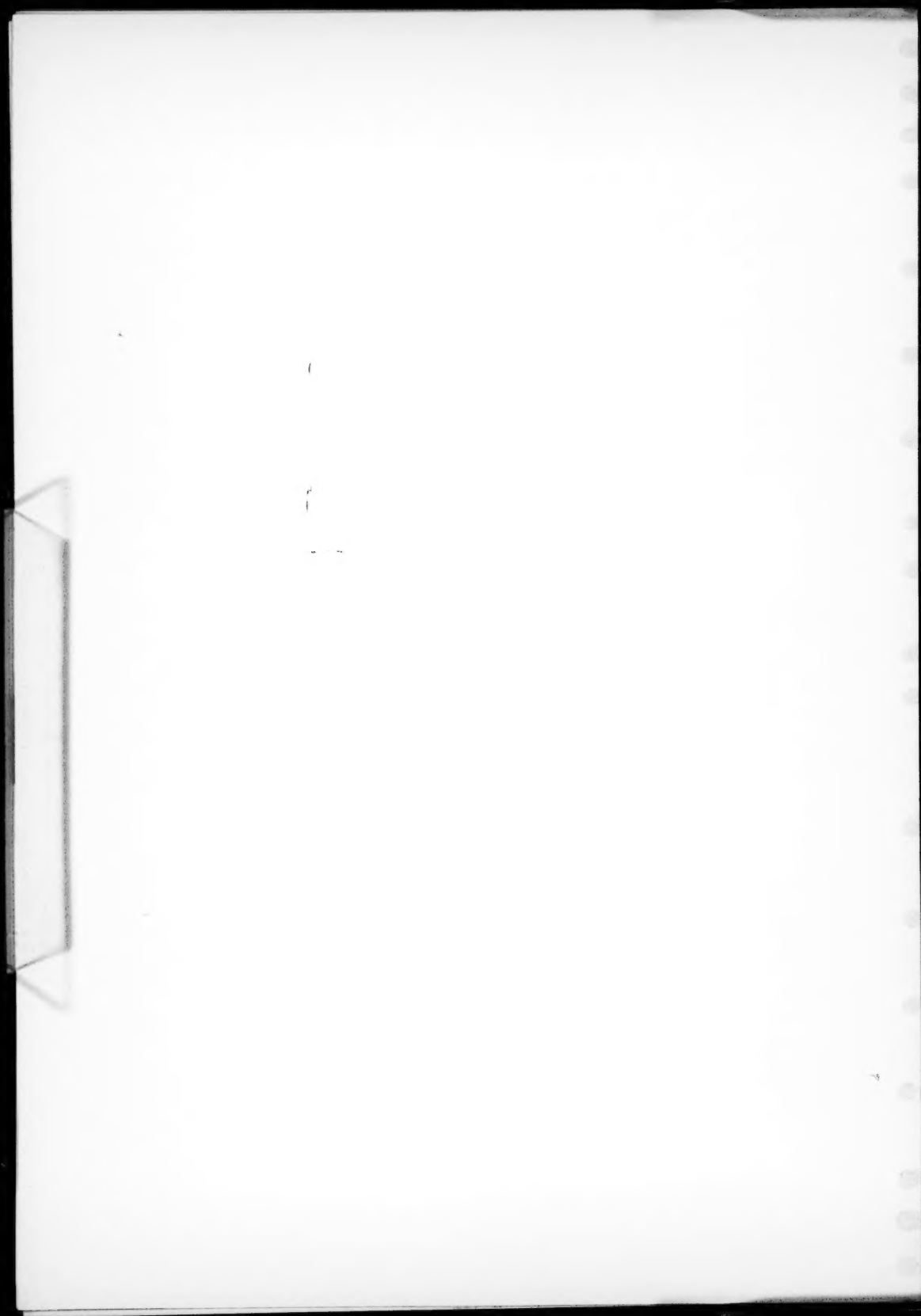
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Chicago  
San Francisco

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(Continued from Page 24)

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Mackay, James C., J. F. McElwain Co., Boston, Mass.  
 Mahler, John G., F. W. & F. Carlisle Co., Saginaw, Mich.  
 Mahoney, C. J., Alma Leather Co. Inc., Johnstown, N. Y.  
 Mahoney, John F., Alma Leather Co. Inc., Johnstown, N. Y.  
 Malis, S. S., Malis Leather Co., Philadelphia, Pa.  
 Martin, E. C., Winslow Bros. & Smith, Norwood, Mass.  
 Meakin, E. C., Haight & Co. Inc., Middleville, N. Y.  
 Mealey, Geo. H., The Ohio Leather Co., New York, N. Y.  
 Mercer, W. J., Bissell Leather Co., Salem, Mass.  
 Meyers, V. E., Pfister & Vogel Tg. Co., Milwaukee, Wis.  
 Milender, Charles W., Milender & Sons, Boston, Mass.  
 Milender, Louis W., Milender & Sons, Boston, Mass.  
 Miller, Frank H., G. Levor & Co. Inc., New York, N. Y.  
 Miller, Robert J., Chicago Tanning Co., Chicago, Ill.  
 Moller, A. M., Amdelta Leather Co., New York, N. Y.  
 Mudge, H. P., Donnell & Mudge, Inc., Salem, Mass.  
 Murray, James S., Murray Leather Co., Woburn, Mass.  
 Myers, R. W., Drueding Bros. Co., Phila., Pa.  
 McCauley, Jos. T., Allied Kid Co., Boston, Mass.  
 McConnell, R. J., Burk Brothers, Phila., Pa.  
 McCree, D. H., Lackawanna Leather Co., Hackettstown, N. J.  
 McKinley, L. C., International Shoe Co., St. Louis, Mo.  
 McManus, John F., Benz Kid Co., Lynn, Mass.  
 McNamara, Thos. J., Tanners' Council, New York, N. Y.  
 McNeely, P. J., Allied Kid Co., Phila., Pa.

### N

Nectow, S. N., A. C. Lawrence Leather Co., Boston, Mass.  
 Nelson, B. C., Nelson Tanning Corp., San Antonio, Tex.

### O

O'Brien, George E., Eagle-Ottawa Leather Co., Boston, Mass.  
 O'Kelley, J. L., Robt. Scholze Tannery, Chattanooga, Tenn.  
 Offrinca, Dick, Hans Rees' Sons, New York, N. Y.  
 Olson, F., Pfister & Vogel Tg. Co., Milwaukee, Wis.  
 Osland, Orrell, Tanners' Council, New York, N. Y.  
 Ossoff, Harry, United Tanners, Inc., Dover, N. H.  
 Ossoff, Joseph A., Fred Rueping Lea. Co., Fond du Lac, Wis.  
 Ossoff, Michael M., United Tanners, Inc., Dover, N. H.

### P

Palmer, Stephen, A. C. Lawrence Lea. Co., Peabody, Mass.  
 Pearson, M. P., Armour Leather Co., Boston, Mass.  
 Peirce, Earl L., A. F. Gallun & Sons Corp., Milwaukee, Wis.  
 Penrose, James F., Dungan, Hood & Co. Inc., Phila., Pa.  
 Poh, George E., Barrett & Co. Inc., Newark, N. J.  
 Pollet, Jack, M. Pollet & Sons, Inc., New York, N. Y.  
 Pollet, Maurice, M. Pollet & Sons, Inc., New York, N. Y.  
 Pope, R. L. Jr., Northwestern Leather Co., Boston, Mass.  
 Powell, Walter S., Brown Shoe Co., St. Louis, Mo.

### R

Radel, Frank J., Radel Leather Mfg. Co., Newark, N. Y.  
 Rand, N. H., International Shoe Co., St. Louis, Mo.  
 Rao, Mary S., Tanners' Council, New York, N. Y.  
 Rawson, Stanley E., The Ohio Leather Co., Girard, Ohio  
 Regel, Edw. P., American Tanning Co., Chicago, Ill.  
 Remis, Harry, Acme Leather Co., Peabody, Mass.  
 Reynolds, R. J., Richard Young Co., Boston, Mass.  
 Rhoads, John B., J. E. Rhoads & Sons, Wilmington, Del.  
 Rhoads, Philip G., J. E. Rhoads & Sons, Wilmington, Del.  
 Rice, Francis Y., American Hide & Lea. Co., Boston, Mass.  
 Rice, Arthur V., A. C. Lawrence Leather Co., Peabody, Mass.  
 Richards, R. H., International Shoe Co., St. Louis, Mo.  
 Risteen, Donald E., Donnell & Mudge, Inc., Salem, Mass.  
 Robbins, George J., Verza Tanning Co., Peabody, Mass.  
 Rogers, A. A., Proctor Ellison Co., Boston, Mass.  
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 Rothschild, G. Alan, G. Levor & Co. Inc., Gloversville, N. Y.  
 Rothschild, Samuel, G. Levor & Co. Inc., Gloversville, N. Y.  
 Rueping, F. E., Fred Rueping Leather Co., Fond du Lac, Wis.  
 Rueping, W. H., Fred Rueping Leather Co., Fond du Lac, Wis.  
 Rulison, Fred, F. Rulison & Sons Inc., Johnstown, N. Y.

### S

Salloway, Harry, Korn Leather Co., Peabody, Mass.  
 Sanderson, G. L., Virginia Oak Tannery, New York, N. Y.  
 Schaden, Leonard, Eagle-Ottawa Lea. Co., Gd. Haven, Mich.  
 Schiffman, George, Schiffman Leather Co., New York, N. Y.  
 Schoenberg, Andrew, Allied Kid Co., Phila., Pa.  
 Schroeder, Walter, Fred Rueping Lea. Co., Fond du Lac, Wis.  
 Schubert, Adolf, B. D. Eisendrath Tg. Co., Racine, Wis.  
 Schueller, Otto, Leamex Corp., New York, N. Y.  
 Schwartz, A. Harold, N. J. Tanning Co. Inc., Newark, N. J.  
 Schweitzer, J. N., Brezner & Co. Inc., Boston, Mass.  
 Scott, W. D., Blackhawk Tanners, Milwaukee, Wis.  
 Severn, D. K., Van Tassel Leather Co., Norwich, Conn.  
 Shaw, Malcolm, Hunt-Rankin Lea. Co., Lynnfield, Mass.  
 Shaw, Raymond R., Winslow Bros. & Smith, Norwood, Mass.  
 Shepard, Horace L., Jr., The Geo. A. Shepard & Sons, Bethel, Conn.  
 Shepard, John B., The Geo. A. Shepard & Sons, Bethel, Conn.  
 Shepard, Morton W., Jr., The Geo. A. Shepard & Sons, Bethel, Conn.  
 Shepard, Morton W., Jr., The Geo. A. Shepard & Sons, Bethel, Conn.  
 Shotwell, E. Carle, Helburn Thompson Co., Salem, Mass.  
 Shuman, Robert S., N. Brezner & Co. Inc., Boston, Mass.  
 Silverstein, Jos. A., Transylvania Tg. Co., Brevard, N. C.  
 Simons, Benj., Allied Kid Co., Boston, Mass.  
 Singer, Barney, Korn Leather Co., Peabody, Mass.  
 Smith, Everett G., Albert Trostel & Sons, Milwaukee, Wis.  
 Snider, Melvin M., Brezner Tanning Corp., Penacook, N. H.  
 Sokol, Gustave, Colonial Tanning Co., Milwaukee, Wis.  
 Sokolsky, Sol, Eastmor Lea. Trdg. Corp., Gloversville, N. Y.  
 Somers, H. J., A. C. Lawrence Lea. Co., Peabody, Mass.  
 Spiro, J. N., Ashtabula Hide & Lea. Co., Ashtabula, Ohio  
 Stafford, Harold E., Hoffman-Stafford Tg. Co., Chicago, Ill.  
 Steinberg, Ralph M., Cromwell Leather Co., New York, N. Y.  
 Steiner, M. Howard, Toxaway Tanning Co., New York, N. Y.  
 Stern, Robert, Gutmann & Co., Chicago, Ill.  
 Stewart, Harold I., Richard Young Co., Boston, Mass.  
 Stewart, R. J., Leas & McVitty Inc., Phila., Pa.  
 Stiles, R. S., Pfister & Vogel Tg. Co., Milwaukee, Wis.  
 Stout, F., Sturgis, John R. Evans & Co., St. Louis, Mo.  
 Swedenborg, A. J., Raser Tanning Co., Ashtabula, Ohio  
 Swedenborg, L. A., Raser Tanning Co., Ashtabula, Ohio

### T

Taggart, D. B., J. W. & A. P. Howard Co., Corry, Pa.  
 Tarbox, C. F., Pfister & Vogel Tg. Co., Milwaukee, Wis.  
 Tewksbury, T. L., Northwestern Lea. Co., Boston, Mass.  
 Thiele, M. O., Thiele Tanning Co., Milwaukee, Wis.  
 Toochin, E., Toochin Tanning Co., Lynn, Mass.

### V

Van Pelt, C. F., Fred Rueping Lea. Co., Fond du Lac, Wis.  
 Vascellaro, Chas. J., Vascel Leather Co. Inc., New York, N. Y.  
 Vickers, James J., Jr., Beggs & Cobb, Inc., Boston, Mass.  
 Vitkin, I. E., Barrett & Co., Newark, N. J.

### W

Wales, Gilman O., Pfister & Vogel Tg. Co., Boston, Mass.  
 Ward, H. J., Chas. S. Walton Co., Baltimore, Md.  
 Weimar, M. C., Armour Leather Co., Chicago, Ill.  
 Weinstein, Herbert, Wm. Greiner Company, Chicago, Ill.  
 Weinstein, Jerome, Wm. Greiner Company, Chicago, Ill.  
 Widen, R. J., R. J. Widen, North Adams, Mass.  
 Wieman, J. E., Jr., Armour Leather Co., Sheboygan, Wis.  
 Wilder, Harold, Wilder & Company, Chicago, Ill.  
 Wilson, C. David, Fred Rueping Lea. Co., Fond du Lac, Wis.  
 Winans, R. L., A. C. Lawrence Leather Co., Peabody, Mass.  
 Winding, R. C., Griess-Pfleger Tg. Co., Waukegan, Ill.  
 Winslow, E. M., Benz Kid Company, Lynn, Mass.  
 Wittman, Louis, Wittman-Moriarty Co. Inc., Phila., Pa.  
 Wittman, J. P., Wittman-Moriarty Co. Inc., Phila., Pa.

### Y

York, V. Everett, Leon, Inc., Peabody, Mass.  
 Young, Richard, Richard Young Co., New York, N. Y.

### Z

Zeller, G. F., G. F. Zeller's Sons, Inc., Buffalo, N. Y.  
 Zeller, Edward, Jr., G. F. Zeller's Sons Inc., Buffalo, N. Y.

See Allied Group on Page 69

# *3 times since* 1934...

Once again, thanks to the tanning industry's acceptance of the service and products of the American Extract Company, we have been forced to expand our facilities. In our latest enlargement, emphasis has been on research, production, and storage facilities.

The tanning industry is now using more than five million pounds of American Extract products each month—ample evidence that this company which has served the industry for more than half a century is still a top leader in the production of the kind of tanning materials that mean better leather.

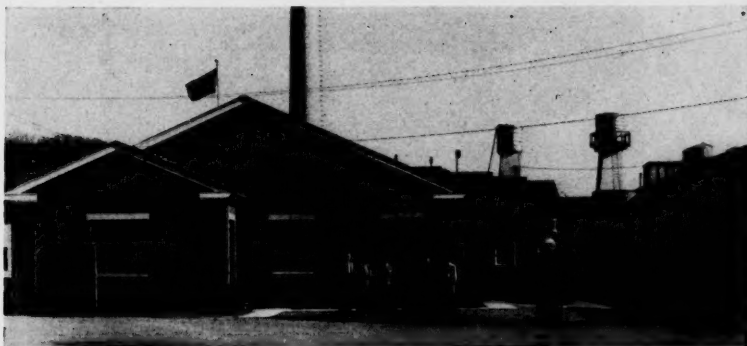
The technical staff of American Extract will welcome the opportunity to discuss your problems with you and will be happy to place at your disposal the knowledge and laboratory facilities which have solved similar problems for so many tanners.

Write American Extract Company today for more details about how we can help you save time and money through the use of our highly developed and thoroughly tested products.

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In this modern plant your problems in tanning materials and procedure receive the expert attention of technicians who have made a life study of the tanner's methods.



## EXTRACT LABORATORY

Here is where complete analysis of all tanning materials and extracts is carried on. Every instrument for scientific accuracy is available here.



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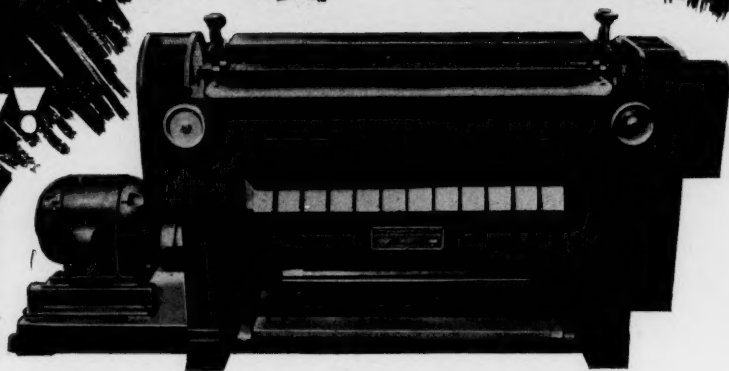
## RESEARCH LABORATORY

The development of new products and the study of old is conducted in this modern laboratory. An entire tanning operation can be conducted here in miniature.

# *Extract Company*

Port Allegany, Pennsylvania

# Any way you figure it...you save money!



## ... CURTIN-HEBERT'S LIGHTNING BUFFING AND SHAVING MACHINE HAS THE FEATURES YOU ASKED FOR

### HERE THEY ARE!

Special anti-friction bearings allow oscillating the cylinder through the cylinder bearings without handicapping accuracy or life expectancy.

Can be equipped with either cylinder brush pick-off and conveyor rods, returning the material to the operator; or with oscillating compressed air pipe and conveyor belt, discharging material to front or rear.

One permanent exhaust duct easily exhausts dust from both hood and pan while machine is in operation.

Guards completely cover all belts.

Micrometer adjustment of the rubber roll for accuracy and duplication.

Easy and quick adjustment of the pinch roll.

Dynamic balanced cylinder and motor.

Complete set of accessories.

The Lightning Buffing and Shaving Machine will do a better job for you always.

■ Figure it from the time and labor saving standpoint—the Lightning Buffing and Shaving Machine will amaze you. Or, figure it from the standpoint of producing better leathers again, you'll agree with leading tanners that the Lightning is tops. If you want to figure it from the standpoint of sturdy construction that will give years and years of simple, trouble-free operation, the Lightning will step clear away from the field!

Any way you figure it . . . you save money when you join the growing ranks of Lightning Buffing and Shaving Machine users. And it isn't too surprising when you consider that Curtin-Hebert in creating the Lightning incorporated those features which *you* asked for—features that speed up production, cut down labor, give you superior leathers—in short put your whole operation on a more efficient and therefore more profitable basis.

Check the Lightning features on this page and then write for further information.

## CURTIN-HEBERT CO., INC.

THE PIONEER BUILDERS OF WIDE FACE BUFFING MACHINES  
GLOVERSVILLE • NEW YORK



**Look for early shakeup in military footwear procurement program.** Combination of circumstances, particularly delay on hide and skin price ceilings and military's bungling of procurement plans, have served to put Quartermaster on the spot. Reports that Army is buying work shoes at retail, spending \$2.50 and up per pair more of taxpayers' money, plus fact some recruits are forced to wear sneakers, bring situation to a head.

**Leather shortage is not Army's fault** although Washington officials have shown singular ignorance of fact shoe manufacturers must have leather to fill military footwear contracts. Tight leather supply would slow up filling of contracts—but most shoe manufacturers appear to have enough leather on hand to fill greater part of civilian orders.

**More to point is Quartermaster bungling on contracts and bids.** Under negotiated bid system, officials have been placing shoe orders calling for deliveries beginning two months ago. This despite fact shoe manufacturer ordinarily requires six-week period after placing of contract to begin deliveries.

**Army has also been placing heavy orders without enough lasts to handle them.** To correct latter situation, it has hurriedly called upon last makers to supply thousands of lasts in next 10 weeks, yet made no provision for last manufacturers to obtain badly-needed wood blocks.

**Blackout on details of quantity and prices in contract awards has also begun to backfire.** "Security" angle was sheer camouflage. Principal reason given in confidence by Quartermaster was to prevent shoe manufacturers from "gouging" Army on prices.

**Military claimed publication of prices on bids and awards enabled shoe manufacturers to bid up prices above actual costs and profit margins.** Price blackout and negotiated bids now have shoe on other foot, enable Army to squeeze manufacturer on prices.

**Shoe manufacturers are now so completely confused by Quartermaster tactics** that they are refusing many bid invitations. Manufacturers are not anxious to make offers without knowing what competitors are bidding, what prices rule on going contracts. This added to rawstock and leather squeeze and other factors have served to slow down entire footwear procurement program.

**Effect of "creeping paralysis" in industry** due to complete stoppage of trading on hide market starkly evident in increasing number of unemployed tannery workers. Peabody-Salem-Danvers area in Massachusetts reports 500 out of work, similar reports from other tanning centers. This is only immediate effect of rawstock shortage. Cutbacks caused by allocations will probably be relieved later when NPA gets program going.

**Hide shortage hit tanneries at time employment prospects best in years.** For example, hirings in leather and leather products factories during Jan. rose to 54 per 1000 workers, an increase of 23 over Dec., 1950. Rate was even higher than national hiring average of 51 per 1000 workers, led the entire non-durable goods field which averaged only 40 per 1000 during month.

**Following slight slump last Nov.,** weekly average wages for leather footwear workers resumed upward trend in Dec., according to latest Labor Department figures. Earnings rose to \$43.87 in Dec. from \$42.16 in Nov. and \$42.76 in Oct. Work week, which fell from 36.7 hours in Oct. to an even 36 hours in Nov., rose again to 37.4 hours average in Dec., indicating pay rate rising faster than work week. This is further indicated by hourly pay rate, which rose from \$1.165 in Oct. to \$1.171 in Nov. and \$1.173 in Dec.

**British footwear exports to U. S. will be stepped up this year.** This is word from Sir Cecil Weir, chairman of Britain's Dollar Exports Board, when interviewed recently in London. Plan is part of drive to gain more dollar credits for Britain. Men's and children's shoes in particular will be pushed.

# ARMY FOOTWEAR PROGRAM COLLAPSES

## PRICE DELAY SNAGS MILITARY SHOE ORDERS

### *Army Reported Desperately Short Of Shoes*

Contract fumbling by military procurement agents and the Government's protracted delay in setting definite hide and skin price ceilings have combined to place the Army in an embarrassing position—that of not being able to supply incoming recruits with enough shoes.

Reports from induction centers this week had the Army resorting to widespread purchases of men's work shoes *at retail*. Army officers were calling desperately on retail outlets and manufacturers' instock departments in a last minute effort to find shoes for new soldiers.

At Fort Devens in Ayer, Mass., quartermaster officers were authorized by Washington to buy some 18,000 pairs of work shoes. Other camps have received corresponding authorizations, many of them for substantially greater pairage. Several southern camps were reduced to the expediency of giving out sneakers to recruits because they could not buy enough shoes.

Greater part of the blame is placed on failure of the Office of Price Stabilization to release new dollars and cents ceilings on domestic hides and skins, thereby enable tanners to fill failing stocks, turn out the leather needed by shoe manufacturers for military as well as civilian shoes.

### **Army's Planning Bad**

The Army, however, has contributed to the bottleneck by its bad planning. For one thing, contracts are being awarded now calling for deliveries last Jan. and Feb. In addition, the Army is short on lasts needed for these orders. Another strong factor is the Army's apparent unwillingness to pay shoe and last manufacturers enough money on contracts to cover high replacement costs.

Shoe manufacturers are finding that the Army is more concerned with recent increases in military shoe prices than in allowing manufacturers to make up for rises in materials costs. As a result, manufacturers are shying away from military bids, preferring to concentrate on civilian output or wait until the Army raises its bids.

Meantime, the Army is scouring the country for shoes, using a good many more taxpayers' dollars to pay the extra \$2.50 or so dollars per pair in purchasing work shoes at retail.

To add confusion to injury, the New York Quartermaster Procurement Agency announced this week that it intends to contract this month for all known footwear requirements through Sept., 1951. The program calls for 3,234,220 pairs of combat boots, 1,200,000 pairs of service shoes, and 366,000 pairs of garrison oxfords. Bids have been asked for opening on March 16.

### **Army Offers Mystery**

Where the Army expected to fill its bids was another story. Completely ignoring the acute leather shortage, the Quartermaster said it felt the present price ceiling exemption on military type shoes (until April 1) would facilitate contracting by manufacturers.

At week's end, it appeared that radical action and cooperation between Government and military officials was needed quickly if the Army expected to shoe its future GI's.

### **NPA NAMES TWO**

Charles Floyd, well-known in the New England leather and shoe trade as manager of the Boston office of Fred Rueping Leather Co., this week joined the National Production Authority's Leather Division as chief of the leather and raw materials section.

Head of the heavy leather branch (including sole leather) of Floyd's section is Clarence H. Fielder, former director of International Shoe Co. in St. Louis.

William S. Milius, president of the former Milius Shoe Company of St. Louis, has been appointed chief of the shoe section. Milius, a veteran of the women's shoe manufacturing industry, is a past president of the St. Louis Shoe Manufacturers' Association.

The recent appointments leave two sections—conservation and statistics—of the Leather Division without permanent heads. Morton J. Schwarz, acting deputy to Julius G. Schnitzer, head of the entire Leather Division, is acting head of the statistics section.

## TANNERS FACE LARGE PRODUCTION CUTBACKS

### *Worker Layoffs Reported Over Nation*

Government controls delays continued to plague the hide and skin and leather industry this week.

The failure of the Office of Price Stabilization to announce new hide and skin price ceilings by mid-week pushed the majority of the nation's tanners deeper into the mire of production cutbacks.

Sides, splits, kip and calf tanners throughout large tanning centers reported increasing slowdowns and worker layoffs as the rawstock "starvation" squeeze tightened. Unable to replenish diminishing inventories despite receipt of allocations of Feb. hide and skin production over two weeks ago, tanners could do little else.

In the Peabody, Salem, Danvers area of Massachusetts, local employment offices reported between 400-500 leather workers seeking employment. Last month, there was little if any unemployment as tanneries hummed along at full production.

Daily "reports" that OPS would publish its new dollars and cents ceilings did little to ease the situation. Without rawstock to replenish stocks, most tanners were forced to wait until packers again put hides and skins on the market.

In other New England sectors, throughout the East and Mid-West, the same story held true. A few large tanners still had ample stocks of hides or skins to carry them through a few more weeks; the majority were going begging. The industry was at a virtual standstill.

Majority opinion held that the most important thing was to get trading in hide and skin and leather markets started again. Only definite rawstock price ceilings could do this. Once hide allocations become worth the paper they are printed on, tanners figure inequities can be worked out at long range.

In Massachusetts, a delegation from the International Fur and Leather Workers Union called on Gov. Dever seeking aid in boosting rawstock allocations for tanners in the state. The Governor promised to send his economic adviser to confer immediately with Washington officials.

## NPA URGED TO ALLOCATE HORSEHIDES

### Group Asks Government Buy Foreign Hides

Allocation of horsehides on an historical basis "to assure their equitable distribution to the industry" was recommended by the Leather Advisory Committee meeting with NPA this past week in Washington.

A three-man task committee was named to make further study and recommendations. They are Arthur R. Gebhardt of A. L. Gebhardt Co., Milwaukee, Wis.; Kurt Friend, of J. Greenebaum Tanning Co., of Chicago; and Fred Arnold, of Jones and Naudin Co., Gloversville, N. Y.

The committee also urged upon NPA that the federal government purchase foreign hides and skins of all types, "to assure supplies of raw materials to fill both military and civilian leather needs."

The meeting originally had been scheduled to discuss whether various NPA orders were proving workable. The NPA announced at end of the meeting that the base-period established under M-35, allocating bovine hides, was "working out satisfactorily."

### Recommendation Made

Industry representatives recommended that the same base period—calendar 1950—be employed if further allocation becomes necessary.

The NPA official release on the meeting had this comment:

"NPA said it is studying plans to confer with tanners of bovine upper leather to discuss means of increasing the output of military grade leathers, and the equitable and efficient sharing by tanners and other processors of military orders for such leather."

Presiding at the conference was Julius G. Schnitzer, head of the NPA leather section.

In addition to the task force members, others present included: C. L. Heselton, of Armour Leather Co., Chicago; Jewett F. Neiley of Endicott-Johnson Corp., Endicott, N. Y.; F. Sturgis Stout, of John R. Evans & Co., Camden, N. J.; John Shantzle, of Howes Leather Co., Inc., Boston.

David Laub, of George Laub's Sons, Buffalo, N. Y.; Sol Nectow of A. C. Lawrence Leather Co., Peabody, Mass.; R. J. Stewart of Leas & McVitty, Inc., Philadelphia; Fred R.

Becker, Ohio Leather Co., Girard, O.; Erhard Buettner of Pfister & Vogel Tanning Co., Milwaukee; Clayton Van Pelt, of Fred Rueping Leather Co., Inc., of Fond du Lac, Wis.; and Harold Connett, of Surpass Leather Co., Philadelphia.

## U. S. LEATHER MAY QUIT LEATHER FIELD

### Velsor Reports Company May Liquidate Tanneries

Directors of United States Leather Co., New York, tanner of sole and belting leathers, are "considering liquidating leather operations entirely," A. Burch Velsor, president, stated this week at the company's annual meeting.

Velsor declined to comment further on his statement other than to add that liquidation of active tanneries would be put to stockholders for approval first.

### Rumours Made

The announcement followed closely upon trade reports that United States Leather Co. was about to leave the leather manufacturing business and concentrate upon its interests in the natural gas and oil industry.

Despite substantial losses from its leather operations during the past two fiscal years, the company earned \$240,000 from its leather operations alone during the fiscal quarter ended Jan. 31, 1951, Velsor reported. Lack of hides due to the present pricing delay has forced the company to shut down three tanneries temporarily.

The Leidy Township, Pa., gas well, in which Keta Gas & Oil Co., a subsidiary of U. S. Leather, owns half interest, is earning approximately \$30,000 monthly, John Fox, a director, reported. Drilling operations on another well will begin shortly and the company also has interests in other gas, oil and mineral operations.

### AWARD HIP BOOTS

The New York Quartermaster Procurement Office has announced awards on QM-30-280-51-NEG-230 covering rubber hip boots to the following three firms: Tyer Rubber Co., Andover, Mass.; United States Rubber Co., Naugatuck, Conn.; and Bristol Mfg. Co., Bristol, R. I.

## HIDE EXCHANGE RE-OPENS TRADING

### Futures Ceilings Held At November Highs

Trading in hide futures on the Commodity Exchange, Inc., New York, suspended since Jan. 29, was resumed on Monday, March 12, by vote of the board of governors.

The board ruled that no bid, offers or transactions shall be recognized at a price exceeding the highest price listed for a transaction in the Exchange during Nov., 1950. The latter date covers the base period to which hide prices were rolled back by Hide Ceiling Price Regulation 2.

Highest price prevailing during Nov., 1950, on the "old" contract was 30.94 cents. On the "new" contract, it was 29.75 cents.

Trading in March "old" contracts and April "new" contracts is limited to the liquidation of open contracts.

The ruling imposing a two-cent limitation on price fluctuation was suspended on March 12, the first day of trading, but was declared effective thereafter.

Trading period on March, 1951, contracts is extended to and including March 12.

The board also ruled that specific ceiling prices on packer butt branded steers, when and if issued by OPS, will serve as ceilings on all "old" contract trading while the same applies to a definite packer Colorado steers ceiling on all "new" contract trading.

## NEW ENGLAND SHOE OUTPUT UP 2.5%

In 1950, New England produced 157,216,000 pairs of shoes valued at \$530,773,000, and accounted for 32 percent of total U. S. shoe output. This constituted a rise of 2.5 percent over 1949 production for New England's three shoe-producing states—Mass., Maine and N. H.—and a rise of 1.6 percent for New England's share of the nation's total.

Massachusetts produced 82,951,000 pairs, a drop of one percent from the previous year, with shipments valued at \$292,192,000 for 1950. Maine showed a 10 percent increase over 1949, with output of 31,179,000 pairs valued at \$100,268,000. New Hampshire's output increased three percent, amounting to 39,101,000 pairs valued at \$131,973,000.

# 1950 HIDE AND SKIN IMPORTS SHOW SUBSTANTIAL INCREASES

Final figures on imports of hides and skins during the 12 months of 1950 show the U. S. in a substantially improved import position over 1949, according to latest Tanners' Council figures.

A continuing high level of imports during Dec., 1950, brought cattle hide imports to a grand total of 3,344,000 hides of which 197,000 were re-exported. Exports of domestic hides for the year totaled 403,000. This compares to exports of 1,103,000 imports of 949,000 and re-exports of 82,000 hides in 1949.

Total calf and kip imports in 1950 totaled 3,252,000 skins against 407,000 skins in the previous year. Imports in 1949 amounted to 996,000 with exports of 949,000 skins.

Total goatskin imports for 1950 reached 41,841,000 skins against 36,158,000 skins the year before. Pickled sheep skin imports reached 21,247,000 in 1950 against imports totaling 15,399,000 in 1949. Following are comparative 1949-1950 figures for leather and rawstock imports and exports.

## HIDE, SKIN, LEATHER IMPORTS-EXPORTS: 1949-1950

LEATHER	Unit	EXPORTS				IMPORTS			
		Dec.	Dec.	Total Year		Dec.	Dec.	Total Year	
		1950	1949	1950	1949	1950	1949	1950	1949
Sole .....	Pounds	53	25	488	1,467	312	215	4,516	1,855
Belting .....	Pounds	3	2	29	38	123	78	998	4,785
Upper .....	Sq. Ft.	2,847	3,791	30,224	46,140	1,116	425	12,691	5,219
Lining .....	Sq. Ft.	356	642	4,833	10,002	364	189	3,274	1,040
Glove, Garment ..	Sq. Ft.	547	242	4,052	3,453	465	569	4,418	3,776
Bag, Case .....	Sq. Ft.	20	82	513	803	101	47	897	298
Upholstery .....	Sq. Ft.	13	77	355	953	77	71	395	123
RAWSTOCK									
Cattlehide .....	Hides	38	40	403	1,103	272	172	3,344	949
Calf and Kip .....	Skins	63	41	407	949	187	110	3,252	996
Goat and Kid .....	Skins	—	—	—	—	2,999	3,041	41,841	36,158
Cabrettas .....	Skins	—	—	—	—	325	530	4,001	4,289
Shearlains .....	Skins	—	—	—	—	48	263	2,436	1,777
Pickled Sheep .....	Skins	59	66	929	632	943	507	21,247	15,399
Woolled Skins .....	Skins	—	—	—	—	117	164	1,950	1,488

## New York Shoe Men Name 1951 Officers

Edward G. Wolf of M. Wolf & Sons was elected president of the Shoe Manufacturers Board of Trade of New York, Inc., at the organization's annual meeting held recently in New York.

The Board is composed by nearly all the ladies' shoe manufacturers located in the New York area who make ladies' fashion quality footwear. Almost 50 years old, it is among the oldest shoe manufacturing groups in the country.

Other officers elected include Morgan Grossman of Grossman's Shoes, Inc., chairman of the board; Charles Fox, Zuckerman & Fox, vice president; Frank Mazza, Robern Shoe, 2nd vice president; John L. Jerro,

Jerro Bros., treasurer; Preston Beyer, Mel Preston Shoe Co., assistant treasurer; and Ralph Abrams, Palizzio, Inc., secretary.

Directors are Jerome Altschul of Julius Altschul; David S. Cohen of M. Cohen & Sons; Monroe Geller of Andrew Geller Shoe Mfg. Co.; Sid Sandler of Beleganti, Inc.; Frank Cardone of Cardone & Baker; Howard Fox of Fox Shoe Mfg. Co.; John Marino of Marino & Son Shoe Corp.; and Joseph Zaher of Everite Footwear.

## NAVY AWARDS HANDBAGS

The Navy Purchasing Office in New York City has announced award of 10,500 women's black calf handbags to Warren Leather Goods Co., Worcester. Total award amounts to \$86,100.

## UNITED SHOE TRIAL RECESED TO APRIL 17

Trial of the Justice Department's anti-trust suit against United Shoe Machinery Corp. has been recessed until April 17 by Judge Charles E. Wyzanski, Jr., of U. S. District Court, Boston. The Government is charging USMC with monopoly in the shoe machinery field.

Judge Wyzanski, a member of the Committee on Experts on the Application of Conventions of the International Labor Organization, is presently attending the group's annual meeting in Geneva, Switzerland.

Defense witnesses called to the stand immediately before adjournment last week were Wilson Palmer, a vice-president of United, and Clifford Roberts, vice-president and head of the research division.

Palmer, who is general superintendent of the Beverly, Mass., plant, told Judge Wyzanski that although many different complex machines must be made for the shoe manufacturing industry, production of each type machine is necessarily limited. This amounts to a great deal of tooling up and requires a wide range of machine tools and equipment, he added.

The USMC official said that United could not use mass production methods, unlike many manufacturers of machines and other mechanical products. He also testified on methods used by United in setting prices on its machine parts.

Roberts described research done by the company in attempting to reduce the number of lasts needed in a shoe production run. He also told of long-term research aimed at improving shoe fit.

## AMEND CUT SOLE ORDER

The National Production Authority has announced that NPA order M-34 has been amended to permit sale of wholestock through intermediaries to sole cutters. The order originally required producers and collectors to sell directly to cutters.

The amendment, issued to prevent hardship to wholesalers and dealers, allows the latter to buy wholestock as long as it is sold to cutters exclusively.

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## SHOE CHAIN SALES SHOW GAIN FOR '51

### Five Major Chains Report Sales Up 11%

Sales of the five leading shoe chains show an average gain of 11 percent for the first two months of 1951 over the 1950 period, according to latest available reports. The gain is figured on dollar rather than pairage sales.

Largest gains for the period were made by G. R. Kinney Co., which showed an increase of 20 percent; Miles Shoe Corp., up 19.4 percent; and A. S. Beck Shoe Corp., up 16.7 percent. Melville Shoe Corp. increased dollar sales by 4.5 percent

and Edison Bros. Shoe Stores, Inc., rose 8.4 percent, dollar wise.

For Feb., 1951, alone, Kinney registered a gain of 16 percent in dollar sales over Feb., 1950. Beck was next with a gain of 12 percent while Miles increased sales by 8.7 percent and Edison sales rose 2.3 percent. Melville showed the only decline—a loss of 3.7 percent for the month.

Although combined dollar sales of all five chains rose some \$2,859,000 for the first two months over last year, much of this gain was attributed to the higher shoe prices now in effect. Although pairage sales figures are not available, they do not fully reflect the gain in dollar figures. Following are comparative dollar sales figures:

### CHAIN STORE SHOE SALES

Stores	Feb.	Feb.	% Change	Year to Date	Year to Date	% Change
	1951 (000)	1950 (000)		1951 (000)	1950 (000)	
Kinney	\$1,973	\$1,702	+16	\$3,866	\$3,219	+20
Melville	3,817	3,962	-3.7	7,810	7,474	+4.5
Edison	4,307	4,190	+2.8	8,867	8,178	+8.4
Beck	2,711	2,421	+12	5,597	4,794	+16.7
Miles	1,153	1,061	+8.7	2,547	2,133	+19.4

### Announce 1950 Plant Safety Contest Winners

The National Safety Council, Chicago, has announced award winners in the 1950 plant safety contest conducted among leather and shoe manufacturers. Awards were given in sole leather tanning, tanneries, and manufacturers of shoes and other leather products.

Of the 51 contestants which started the contest in April, 1950, the 46 finishing reported a total exposure of more than 26 million man-hours and a total of 187 injuries. Final average frequency rate for all contestants was 7.67 or three percent below the cumulative rate when the contest began.

Eighteen contestants completed the contest without a reportable injury while only two reported a below minimum exposure. First place winner will receive a trophy while winners of second, third and special awards will receive certificates from the Safety Council.

Sharing top honors in Division 1 (sole leather tanners) with a frequency rate of .00 over the 12 months were the Noven Tannery of Armour Leather Co., and the Damascus, Paw Paw and Iron Gate Tanneries of Keystone Tanning & Glue Co.

In Division II (all tanneries), Allied Kid Co.'s Wilmington, Del., plant and Keystone Tanning & Glue

Co.'s cut sole plant were at the head of the list. In third place was the Newberry Cut Sole plant of Armour Leather Co.

General Shoe Corp., Nashville, Tenn., took all places in Division III (shoe and leather products manufacturers). Its plants at McMinnville, Cowan, Frankfort and Lawrenceville shared lead honors with a .00 frequency rate in Group A while the Hohenwald, Atlanta, West Nashville, Danville, Carrollton and Sole Casing plants repeated with .00 frequencies in Group B.

General Shoe's Mufreesboro and General Wax plants were awarded certificates of achievement in Group B as units with perfect records over fewer than 6000 man-hours of exposure but possessing records of 72,000 or more injury-free man-hours of exposure since the date of last reportable injury.

### AWARD SPORTING GOODS

The Chicago Quartermaster Depot has announced the following awards on leather sporting equipment (baseballs, basketballs, footballs, gloves of various types, boxing bags, etc.): 18,368 each for \$50,250 to Sports Products, Inc., Cincinnati, O.; 17,392 each for \$49,727 to Wilson Athletic Goods, Chicago; 15,561 each for \$45,079 to A. G. Spaulding & Bros.; and 10,000 softballs at \$46,532 to Wilson Athletic Goods.

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## Hide Exports Still Under Price Ceilings

The Office of Price Administration took another step this week in the direction of clarifying price controls on hide exports. It rules that hide export contracts made before Feb. 2 are not exempt from price ceilings.

The new OPS ruling was aimed at settling controversy arising from Supplementary Regulation No. 9 issued March 3 to the General Ceiling Price Regulation. The regulation allows exporters to fulfill original terms of contract made before Feb. 2 when based on written orders made before Jan. 26.

In its clarifying ruling, OPS said this exemption from general ceiling prices does not apply to contracts for commodities such as hides and skins which are covered by special or "tailored" ceiling regulations.

The export contract exemption applies only to goods covered by the G.C.P.R., said OPS officials. Hides and skins are not subject to G.C.P.R.

## Canada Warehouse Plan - Now Ready

The Canadian warehouse scheme under which British-made leathers and leather goods will be warehoused in Canada is now ready for operation, the Leather, Footwear and Allied Industries Export Corp. of England announced.

The scheme, operated by a subsidiary known as British Leather Industries, Ltd., provides special services for British manufacturers exporting leather and leather goods to Canada. Goods are first consigned to British Leather Industries, Ltd., which places them in a bonded warehouse before re-shipping. The service company pays import duties and other charges and later invoices them to the customer.

Services apply to warehousing only and do not include selling of stored goods. The plan itself is non-profit.

## New Zealand Pickled Pelts Decline In 1950

Shipments of New Zealand pickled sheepskin pelts to principal users in the nine months ended Sept. 30, 1950, showed a decline compared with the comparable 1949 period, according to a statement by E. S. Ward & Co.

The decline is expected to continue over the greater part of 1951. For one thing, sparing wool prices have led sheep raisers to hold on to their old ewes in hopes of getting another lamb from them. In addition, New

Zealand tanners will probably need approximately 75,000 dozen sheep pelts of which 30,000 dozen will come from South Island brands—the latter figure fully 50 percent of South Island production.

Shipments of New Zealand pickled pelts to the U. S. in the nine months ended Sept. 30, 1950, totaled 821,000 dozen lambs, 146,000 dozen sheep, and 6,600 dozen fleeces and grains.

Killings from Oct. 1 to Dec. 30, 1950, totaled 4,830 dozen sheep and 128,250 dozen lambs against 14,250 dozen sheep and 160,400 dozen lambs in the comparable 1949 period.

## Two Firms Share Women's Overshoes Award

Awards on QM-30-280-51-NEG-224 covering women's high-laced fastening, rubber overshoes have been announced by the Army for Bristol Mfg. Corp., Bristol, R. I., and United States Rubber Co., Naugatuck, Conn. No quantities or prices were disclosed.

## Stern Can Celebrates 50th Milestone

Stern Can Co., Boston, is celebrating its 50th year in the can-manufacturing business this year. A pioneer in the field, the company was founded in 1901 by Hyman Stern, generally regarded as dean of New England can makers.

The elder Stern moved the can company to its present quarters in South Boston in 1924. Shortly thereafter, his sons David, Harold S., and Solomon joined him in operation of the business. Recently, Stuart L. Stern, grandson of Hyman Stern and son of David Stern, brought the third generation of the Stern family into the business.

Today, the company enjoys a solid reputation for quality and service throughout the industry. Its products are widely used by suppliers of finishes and lacquers to the tanning and shoe industry.

## SHOE PRODUCTION ANALYZED: 1950-1949

Kind of footwear (000 omitted)	Production		Cumulative totals Jan.-Dec.*		
	Dec. 1950	Nov. 1950*	Dec. 1949	(preliminary) 1950	1949
<b>SHOES AND SLIPPERS, TOTAL</b>	35,962	38,236	35,593	490,915	473,005
<b>SHOES, SANDALS, AND PLAYSHOES, TOTAL</b>	32,640	32,285	31,147	432,280	412,615
Men's, total	8,220	8,623	8,076	102,079	97,769
Dress	5,835	6,222	5,744	74,788	70,862
Work	2,314	2,341	2,258	26,286	25,955
Sandals and playshoes	71	60	74	1,005	952
Youths' and boys', total	1,195	1,317	1,289	16,518	16,869
Dress	1,114	1,219	1,204	15,405	15,543
Work	76	96	64	1,045	1,131
Sandals and playshoes	5	2	121	68	1195
Women's, total	15,330	14,784	14,050	218,113	207,241
Dress	10,821	10,867	9,822	149,379	138,728
Work	198	197	255	3,009	3,193
Sandals and playshoes	4,311	3,720	3,973	65,725	65,320
Misses', total	2,537	2,395	2,271	31,057	29,228
Dress and work	2,115	2,061	2,157	26,381	25,349
Sandals and playshoes	422	334	114	4,676	3,879
Children's, total	2,324	2,206	2,267	27,890	25,717
Dress	2,024	1,975	2,005	24,045	22,264
Sandals and playshoes	300	231	262	3,845	3,453
Infants'	2,020	1,941	2,086	23,533	22,552
Babies'	1,014	1,019	1,108	13,090	13,239
<b>ATHLETIC SHOES, TOTAL</b>	273	316	232	3,615	3,193
Men's	201	206	144	2,563	2,190
Youths' and boys'	12	21	13	150	151
Women's	59	87	75	869	852
Other	1	2	(1)	33	(1)
<b>SLIPPERS FOR HOUSEWEAR, TOTAL</b>	2,866	5,362	3,998	51,597	54,376
Men's	742	1,320	993	12,385	12,864
Youths' and boys'	46	87	35	786	689
Women's	1,506	2,817	2,006	27,919	29,256
Misses'	164	316	190	2,844	2,765
Children's	284	537	511	5,245	5,797
Infants' and babies'	124	285	263	2,418	3,005
<b>ALL OTHER FOOTWEAR</b>	183	273	216	3,423	2,821

\*Revised.

<sup>1</sup>Includes a small quantity of "Other footwear."

<sup>2</sup>Included with "All other footwear."

<sup>3</sup>Includes a small quantity of "Athletic shoes."

## MILITARY BIDS AND AWARDS

### Gloves

**March 22, 1951**—Proposal RFP 51-385 offered by Wright Patterson Air Force Base at Dayton, O., covering 63,920 pairs of horsehide glove shells, specification MIL-G-822A, and 42,054 pairs of unlined leather flying gloves, Type B-3A, in accordance with specification 3176-C, and 16,836 pairs intermediate flying gloves, specification AN-G-29 calling for cabretta leather in accordance with specification AN-L-36, Class A.

### AWARD ARMY LASTS

The New York Quartermaster Procurement Agency has announced contract awards to 14 manufacturers on QM-30-280-51-NEG-346 covering Munson hinge lasts for welt service shoes, M-1949 (solid block).

Under the Army's new "security" blackout on procurement information, the award did not list prices or pairage. Following were the companies winning awards:

Jones & Vining, Inc., Brockton, Mass.; Arnold Bros. Co., East Weymouth, Mass.; F. W. Stuart Co., Inc., Beverly, Mass.; D. & W. Last Corp., North Revere, Mass.; Lynn Last Co., Lynn, Mass.; McNichol & Taylor Corp., Saugus, Mass.; Vulcan Corp., Cincinnati, O.; Morton Last Co., Cincinnati, O.; Woodard & Wright Last Co., East Bridgewater, Mass.; United Last Co., Boston, Mass.; Mississippi Valley Last Co., St. Louis, Mo.; Leader Last Co., Inc., Beverly, Mass.; Sterling Last Corp., New York City; and George E. Belcher Co., Stoughton, Mass.

### Announce Glove Awards To Five Firms

The Chicago Quartermaster Depot has announced awards on a total of 300,000 pairs of gloves, shell, leather, to the following firms: 26,000 pairs at \$64,090 to Leather Products, Inc., Boston, Mass.; 80,000 pairs at \$196,560, Northwest Glove Co., Winona, Minn.; 108,000 pairs at \$280,800 to Pulaski Mfg. Co., Pulaski, Wis.; 36,000 pairs at \$89,040 to Ross Glove Co., Sheboygan, Wis.; and 50,000 pairs at \$130,000 to Fabry Glove Co., Green Bay, Wis.

### Three Firms Win Rubber Boot Awards

Hood Rubber Co., Watertown, Mass.; Converse Rubber Co., Malden, Mass.; and United States Rubber Co., Naugatuck, Conn., have been awarded

Army contracts by the New York Quartermaster Procurement Office to manufacture an unspecified number of short, heavy, knee, rubber boots under QM-30-280-51-NEG-229. No prices were listed.

### AWARD FLYING GLOVES

Air Material Command, Dayton, O., has announced award of flying gloves, cl-13A, to the following: Illinois Glove Co., Champion, Ill., \$247,200; Alma Knitting Mills, Gloversville, N. Y., \$49,500; Midwest Glove Corp., Chicago, \$53,550; J. M. Rubin & Sons, Gloversville, \$44,008; and Gates-Mills, Inc., Johnstown, N. Y., \$53,550.

### Rigging Leather Awarded To A. C. Lawrence

The Aviation Supply Office in Philadelphia has announced award of 25,000 lbs. of rigging leather, full grain cattlehides, natural color, to A. C. Lawrence Leather Co., Peabody, Mass. Value of the award is listed at \$42,793.30.

### ARMY AWARDS OXFORDS

The Army has announced award of a contract on QM-30-280-51-NEG-153 covering tan low quarter shoes to Endicott-Johnson Corp., Endicott, N. Y. No further details were given by the New York Quartermaster Procurement Office.

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## PRATT SETS LECTURES

Pratt Institute School of Leather and Tanning Technology announces a new comprehensive lecture and demonstration program to run concurrently from Feb. through April on the coloring and fatliquoring of various leathers.

The program has been arranged by Ray Hirsch of Geigy Co., chairman of Pratt's Coloring Committee, and B. A. Schiller of Nopco Chemical Co., chairman of the Fatliquoring Committee.

Schiller will continue as chairman of the Fatliquoring Committee during 1951 and 1952 while John W. Pfeiffer of Calco Chemical Division, American Cyanamid Co., has been appointed chairman for 1952 of the Coloring Committee with E. F. Goss of Sandoz Chemical Works as chairman-elect.

Both committees are cooperating with the school in compiling a list of tanning chemical specialties. The Coloring Committee is arranging for the acquisition of an alphabetical listing of American-made dyestuffs as supplementary material.

## NUMBER ONE HEEL

A New York shoe repairer's window recently displayed an advertisement for a nationally known brand of rubber heels in which a beautiful girl is pictured as saying: "I'm in love with America's Number One Heel." Underneath, in a feminine hand, someone had written: "Too bad. I married him."

The original phrase, "America's Number One Heel," is generally credited to Earl Bunting, permanent director of the National Association of Manufacturers and former president of O'Sullivan Rubber Co. Bunting jokingly applied the term to ex-OPA head Leon Henderson when the latter launched upon a series of radio newscasts sponsored by O'Sullivan shortly after World War II.

## Leather Union Leader Hails Foster Birthday

Among the many greetings sent William Z. Foster, nominal head of the Communist Party in the U. S., on his 70th birthday was a wire from Abe Feinglass, regional Midwest manager of International Fur and Leather Workers Union.

Feinglass, long a leader of the Communist-dominated leather union, wired Foster that "We of Chicago are grateful that many years of your

life were spent in our community enriching the militant tradition of our labor movement . . ."

Foster was originally one of 12 Communist Party leaders scheduled to be tried on charges of attempting to overthrow the U. S. government by violence. He was excused from trial because of ill health.

## AWARD WELDERS' GLOVES

The Philadelphia Aviation Supply Office has announced award of 11,000 pairs of gas welders' gauntlets, leather, five finger style, to the Olympic Glove Co., New York. The award is valued at \$27,105.

• Dan Lewis, Inc., Haverhill manufacturer of cork platforms, reports that the company anticipates putting new "Homasote" shoe products on the market in the near future. Products are now in the testing stage. The company did an excellent business at the recent Allied Products Show.

• Wright-Batchelder Corp., Boston, has available a new triple pre-stitched welting, available in a variety of colors, which is becoming extremely popular in men's and young men's shoes. The company reports its welting sales have more than doubled in the past year.

(More News on Page 80)

## Get Stronger, Cleaner Leathers with these HOOKER Sharpeners

Hooker Sharpeners give you *precise control* of the alkalinity and sulfidity of unhairing solutions. This means better yields of uniform high quality leather, plus savings on beamshop operations.

### SODIUM SULFIDE—Na<sub>2</sub>S

Mol. Wt. . . . . 78.1  
M.P. . . . . 100°C

Light buff colored solid in flake form. Rapidly soluble in water; slightly soluble in alcohol; insoluble in ether. Also available in solid form.

#### ANALYSIS

Na<sub>2</sub>S . . . . . 60 to 62%  
NaCl . . . . . 1.5% Max.  
Other Na Salts . . . . . 2.0% Max.  
Fe . . . . . 8 ppm Max.  
Cu, Ni, Cr, Mn, Pb . . . . . 1 ppm Max.  
Water of crystallization . . . . . 35% Min.

#### SHIPPING CONTAINERS

Steel drums . . . . . 90 and 350 lbs. net

### SODIUM SULFHYDRATE—NaSH (sodium hydrosulfide)

Mol. Wt. . . . . 56.1  
M.P. . . . . 55°C

Light lemon colored solid in flake form. Completely and rapidly soluble in water, alcohol and ether.

#### ANALYSIS

NaSH . . . . . 70 to 72%  
Na<sub>2</sub>S . . . . . 2.5% Max.  
NaCl . . . . . 0.8% Max.  
Na<sub>2</sub>SO<sub>4</sub> and NaHCO<sub>3</sub> . . . . . 0.4% Max.  
Fe . . . . . 5 ppm Max.  
Cu, Ni, Cr, Mn, Pb . . . . . 1 ppm Max.  
Water of crystallization . . . . . 28 to 26%

#### SHIPPING CONTAINERS

Lacquer-lined steel drums . . . . . 90 and 350 lbs. net

Hooker is known as a dependable supplier of Caustic Soda, Sodium Sulfide and Sodium Sulphydrate for tanners. For a detailed discussion of the use of these Hooker Chemicals in the leather industry, write on your company letterhead for Hooker Bulletins Nos. 500, "Hooker Sodium Sulphydrate" and 503, "Studies in Unhairing" by E. R. Theis and M. O. Ricker.

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upplied with Kleenette

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## TANNERS MARK TIME AS LEATHER TRADING LAGS

*Government Stalling On Hide Ceilings Keeps Sales  
At Minimum*

The nation's tanners continued their tight rope walking act this week while awaiting momentary announcement that the Office of Price Stabilization had finally got around to releasing new domestic hide and skin price ceilings.

Without these ceilings, tanners remained powerless to resume trading. The situation appeared an open and shut case to all except OPS officials who were unaccountably stalled on the hide pricing schedules. Until the Government took action, packers would refuse to open sales and shipments on Feb. hides and skins.

Tanners generally felt that disappointments in individual hide and skin allocations were secondary at the moment. What the industry needed first was rawstock ceilings which would enable tanners to fill their allocations, now hardly worth the paper that contained them. Once tanners were assured of deliveries and could figure replacement costs, leather would begin to move.

Demand by shoe manufacturers remained fairly quiet. Most manufacturers, even if leather were available, could not afford present leather ceilings. Those with pressing military orders were in the market but found little for sale. The majority, however, claims to have enough leather on hand to handle present needs, prefers to wait on Easter sales results before buying actively again.

### New York Markets

**Upper Leather:**—Business continues to move along slowly here as tanners await word on the hide price ceilings and what will be decided about hides contracted for before the General Price Freeze order became effective. Most tanners and distributors report they are selling very little upper leather at their ceiling prices, and in fact, they report most shoe manufacturers are unable to pay the leather ceilings because their ceilings on shoes will not allow it.

Shoe manufacturers reported living on the leather owed them from business contracted for during Oct.-Nov.-Dec. period and this leather is still being delivered. Of course, some leather is sold at the ceilings but it is limited as most shoe factories are

said being amply taken care of with the leather still owed them.

Shoe manufacturers also waiting until after Easter business as they find retailers are not anxious for shoes until they see how much of their present stock moves out.

Calfskin situation is very similar to side upper leather. Business is slow also, and this is attributed to the in-between season. Not much will be known about future demand until Easter business has been appraised.

Kid leather has shown a fair demand for glazed kid and lining stock but tanners have trouble getting full ceiling prices. Suede leather has some demand but unlike that noted in previous seasons. Trade sources state it is a little early to get worried about the suede demand as many shoe factories do not get active on their fall run until later in the year.

**Sole Leather:**—All tanners report they could do a land office business in sole leather but, because of lack of hides, they have to turn down the business and sell only what they have in stock. Some tanners are not making any offerings at all while others are selling at their ceilings as long as they have something to sell.

### Sole Leather Dead

Boston sole leather tanners report very little business as usual. Inability to buy badly-needed hides keeps sole leather tanneries at minimum operations with some shutting down altogether. Shoe manufacturers manifestly absent from market, realizing that tanners have little or nothing to sell. Ceiling prices remain purely nominal with heavy bends quoted up to 92c and lights at \$1.08.

### Sole Offal Quiet

More interest in sole leather offal but sales are few. Some demand for bellies and shoulders at near-ceiling prices but there is next to nothing around. A good deal of offal is heading for military channels under DO orders. Not much left for civilian users. Prices also nominal with bellies ranging from 66-68c, single shoulders up to 90c for lights, and double rough shoulders around \$1.06 or a cent or two either way.

### Calf Leathers Slow

Calf leather tanners report fair interest on Boston market—but few sales. The same old situation holds true. Tanners stocks of skins are at minimum, so is production of leather. Despite some reports of easing in prices, most tanners could get close to their ceilings if they had the leather. At that, calf tanners are better off than side upper tanners since the Navy footwear procurement program is proceeding far more smoothly than the Army's, allows them to plan ahead better. Ceilings generally figured at \$1.40 top.

### Side Leather Confused

Lack of hides due to delay on new pricing schedules, general slowdown on retail sales in last few weeks, and botching of military shoe buying program has put side upper tanners in unenviable spot. Because side tanners cannot buy hides, cannot plan ahead, have little to sell, the sales picture is widely confused. Where individual ceilings are considered fair, tanners are willing to sell. Beyond this, they prefer to wait. Prices mean little.

### Splits On Spot

Boston splits tanners find supply situation even tighter than side leather tanners. Tanneries report general slowdowns with many workers laid off due to lack of needed rawstock. With little or no leather to sell, prices mean little. Market will remain almost completely stalled until hides start flowing again.

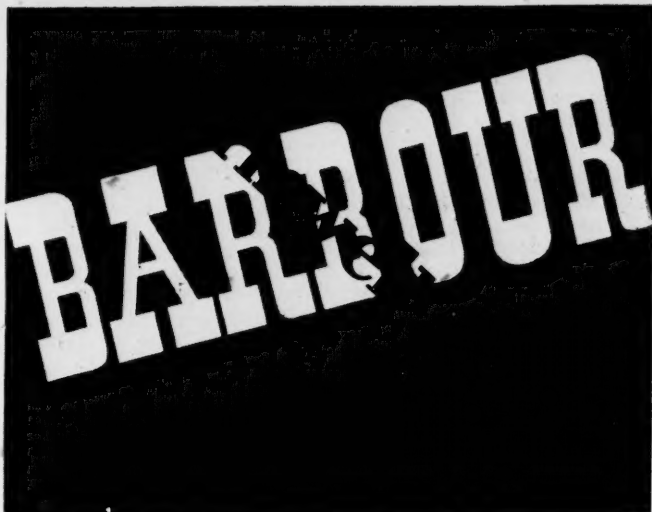
### Kid Leathers Confused

Kid leather tanners of Philadelphia say the situation still "confused." Now that the Leather Show is over, things should start to boom—but there is no indication of that likelihood.

Tanners feel that the amount of business done at the Show is what they would have done that week anyway. A good deal of it was the men's shoe weights.

In women's weights there are some fall samplings going out and it seems that beside black and brown, a dark red or cherry red will probably be promoted. However, it is too early to tell just what will develop.

In glazed and suede in the lighter weights some sales were made in black, some in brown and blue. For the most part, tanners claim that colors were less active than ever in both suede and glazed. There are some exceptions who did some business in red and green.



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**INNERSOLES**  
**PLATFORMS**  
**WEDGIES**

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This past week has again shown the out-of-season interest in white and this is related directly to the market situation rather than real need for this shade.

Some business in linings, and some in slipper leather which went both to cowboy boot manufacturers and slipper manufacturers. Nothing reported in crushed or satin mats.

As far as prices are concerned, the rawskin situation is still bad. Tanners feel that they must stick to the idea of presenting a strong, unified front to the dealers in rawskins. The rawskin dealers do sell skins in Europe, but it is felt that they must have the American market and a firm stand on prices will eventually have an effect. Prices on finished leathers are, of course, unchanged since the so-called "freeze."

#### Average Prices

Suede 40c-95c  
Glazed 40c-\$1.25  
Linings 30c-60c  
Slipper 40c-75c  
Satin mats 69c-\$1.20.

#### Belting Leathers Low

Philadelphia belting leather tanners find the situation disheartening. Although tanners did get some rawstock allotments from the Government, the

situation did not improve because packers would not sell at the Jan. 29 prices. Tanners still selling from what they had on hand but there was really little business activity, and under the circumstances no one went looking for sales.

Curriers found that activity has definitely diminished and things were slow again. This may be due to the fact that potential customers are waiting for a price rollback. Curriers are still using the prices quoted for the past few weeks.

#### AVERAGE BELTING LEATHER PRICES

Butt Bends:	
No. 2 ex. light	1.37-1.41
No. 2 ex. heavy	1.32-1.33
No. 3 ex. light	1.36-1.37
No. 3 ex. heavy	1.27-1.30

#### AVERAGE CURRIED BELTING PRICES

Curried Belting	Best Selec.	No. 2	No. 3
Butt bends	1.65-1.75	1.60-1.70	1.55-1.65
12" centers	1.98-2.08	1.85-1.95	1.71-1.81
Centers 24"-28"	1.90-2.00	1.84-1.94	1.70-1.80
Centers 30"	1.84-1.94	1.79-1.89	1.77-1.87
Wide sides	1.55-1.65	1.51-1.61	1.44-1.54
Narrow sides	1.48-1.58	1.44-1.54	1.39-1.49
Additional premiums: ex. heavy 10c; light 7c; ex. light 14c.			

#### Tanning Materials High

New offerings of Divi Divi are high at \$120.00 with result there are no buyers. Other tanning materials also advanced and trading is pretty much at standstill. No supplies of Wattle Bark. Ecuadorian Mangrove Bark at \$60.00 — no Colombian of-

fered. New quotation on Borneo Cutch advanced to 7½ effective April 1st.

Tanning Oils price regulations have been clarified somewhat as price restrictions on Castor, Coconut, Sperm, and Cod Oil were lifted—on both raw and sulphated—except when used with other oils still under price ceilings.

#### Raw Tanning Materials

Divi Divi, shipment, bags	\$120.00
Wattle bark, ton	"Fair Average" \$53.00
	"Merchantable" \$79.00
Sumac, 25% leaf	\$150.00
Ground	\$145.00
Myrobalans, J. 1s	\$60.00-\$62.00
Crushed	\$54.00-\$55.00 J. 2s
R. 1s	\$61.00-\$63.00
Valonia Cups, 30-32% guaranteed	\$68.00-\$70.00
Valonia Beards	\$95.00
Mangrove Bark, 30% So. Am.	\$60.00

#### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.00
Barrels, c.l.	4.75
Barrels, l.c.l.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.32
Bags, l.c.l.	11.02
Cutch, solid Borneo, 55% tannin, plus duty	
Gambier Extract, 25% tannin, bbls.	.09%
Hemlock extract, 25% tannin, tk. cars	.12
Bbls., c.l. works	.0525
Bbls., c.l.	.05%
Oak bark extract, 25% tannin, lb. bbls. 6¼-6½, tks.	.06¼
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	.09
Solid, clar., basis 64% tannin, c.l.	.09%

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Liquid, basis 35% tannin, bbls. ....	.08%
Ground extract .....	.17½
Wattle bark, extract, solid (plus duty) .09	
Powdered super spruce, bags, c.l. ....	
.05%; l.c.l. ....	.05%
Spruce extract, tks., f.o.b. wks. ....	.01%
Powdered valonia extract, 63% tannin .09%	

#### Tanners' Oils

Castor oil No. 1 C.P. drs. l.c.l. ....	.38%
Sulphonated castor oil, 75% .....	.31
Cod Oil, Nfld., loose basis .....	1.55
Cod, sulphonated, pure 25% moisture ..	.17%
Cod, sulphonated, 25% added mineral ..	.16
Cod, sulphonated, 50% added mineral ..	.15
Linseed oil tks., c.l. zone 1 .....	.205
drums, l.c.l. ....	.219
Neatsfoot, 20° C.T. ....	.43
Neatsfoot, 30° C.T. ....	.41
Neatsfoot, 40° C.T. ....	.33
Neatsfoot, prime drums, c.l. ....	.25%
l.c.l. ....	.26%
Neatsfoot, sulphonated, 75% .....	.26%
Olive, denatured, drs. gal. ....	\$2.30
Waterless Moellon .....	.20
Artificial Moellon, 25% moisture .....	.18
Chamois Moellon .....	.18
Common degreas .....	.14
Neutral degreas .....	.23-.24
Sulphonated Tallow, 75% .....	.21
Sulphonated Tallow, 50% .....	.18%
Sponging compound .....	.15
Split oil .....	14-15
Sulphonated sperm, 25% water .....	.20
Petroleum Oils, 200 seconds visc., tks., f.o.b. ....	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b. ....	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b. ....	.14

#### Glove Leathers Busy

Government contracts keeping glove business on an even keel. Gloves for the armed forces are purchased without regard to a selling price. Therefore, all advances in the prices of deer and horsehide are passed on without trouble.

Not so with civilian goods. Buyers are fighting advances particularly in ladies' lines. Having exhausted their own stocks of leather, some manufacturers have withdrawn their fall lines. They will be reissued at new prices when the leather market stabilizes.

Domestic leathers strong and not too plentiful. Men's greys quoted from 44c down. Ladies' suedes have a nominal top of 45c with no offerings. These prices are below replacement. Dealers are asking 34c, 32c and 28c for Iranian Grains.

English doeskins scarce and high. Last quoted price was 42c for a good cuttable grade. Men's weights of all types still in good demand.

• **Haley Cate Co., Inc.**, Revere, is offering a new pre-stitched and assembled vamp unit made up solely of stripping. The unit, which is pre-assembled and sent to the shoe manufacturer ready for lasting in women's novelties, does away with the manufacturer's inventory and leftover problems. Vamp units are made to manufacturers' specifications.



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Chicago, Ill.

## COMPLETE TIE-UP RULES HIDE MARKET AS PRICES DELAY

### Two "Big Four" Packers Reported Shipping To Tanning Subsidiaries

The Government's "unexplained" delay in issuing the hide price order continues to "snarl" and completely tie-up trading. "Big Four" packers and large outside independents thoroughly disgusted with the over-due situation. One of the big packers has completed shipments of all "cut-across" contracts and is now holding only the Feb. 5th forward production, which he will not sell, or even contract to sell until the government comes out with a price ceiling.

Two other "Big Four" packers are understood to be shipping Feb. 5th forward hides on the basis of the allocation permit plan to their respective subsidiary tanning companies. It is understood, however, they are contracting no sales for other tanning interests or dealer interests.

Packers seemingly standing pat regarding their intentions of not selling

any hides, even with a price schedule, unless the Government validates the "cut-across" contracts. Of course, this plan of action may be changed after the issuance of the price schedule.

Meanwhile, the price order itself is expected to be based on Nov. 1950 high ceilings, on all cattlehides, calf and kipskins. Big packer selections will bring one price, with perhaps the exception of light native cows which may have 3 to 4 different weight ranges to allow for the various points of takeoff.

Big packer standard calf and kipskin selections will each be based on one weight basis, rather than the customary split weight basis, and will also be based on Nov. high ceilings.

#### Small Packer—Country Hides

After nearly seven weeks and no business, there are some small packers who are beginning to feel the "squeeze" financially. After all, hides represent roughly about 6% of the income on a slaughtered animal, and with nearly seven weeks of production piling up, a sizeable amount of money is involved. For this reason, and because storage space is running out, some small packers and country hide dealers have been forced to sell on "open contracts" to perhaps a few of their long-standing customers. While this sort of trading is definitely confirmed, the volume is not too large. In general, most of these small packers and country dealers feel they can wait it out another few days rather than deliver the raw stock on "open contracts."

There is some degree of danger in shipping on this basis. In the first place, the price will be later determined by whatever is designated by the price order on its issuance. Both buyer and seller will have to come to some agreement on this price.

Some difficulty may arise on this. The hides may have been loaded improperly according to weight averages, or mixed selections, or for various other reasons. While not doing so intentionally, the shipper may have violated the rules and regulations governed by the price order. That's why most sellers in these outside markets are reluctant to book or even ship hides until the definite ceiling order is firmly in their hands.

#### Horsehides

Some tanners of horse fronts are finding difficulty in maintaining a normal margin of profit on the finished leather. Some weeks ago, the Government issued an order which controls the end-use of horsehide leather for military use only. Apparently, these tanners were either "caught napping" with a low price ceiling on finished leather or the cost of raw stock in addition to the cost of producing the leather under military specifications is too much. Regardless of what the reason may be, sellers of horse fronts are having difficulty in finding tanner buying interest at the asking prices.

Latest reports peg good quality Northern trimmed hides at \$15 for 65/70 lb. average weights, in carload lots, basis FOB shipping points. Untrimmed Northern hides averaging 65/70 lbs., are quoted in a range of \$16.25 to \$16.50, in carload lots, FOB basis.

Good quality fronts quoted at \$11.25 to \$11.50, depending upon sellers' individual ceiling. However, reliable trade sources claim that these ceiling prices are not attracting tanner buying interest, and are considered too high by most buyers. Market on butts is called \$4.75 to \$5.00, basis 22 inches.

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HORSEHIDES  
DEERSKINS  
PIGSKINS

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New York City

### HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close March 15	Close Jan. 15	High For Week	Low For Week	Net Change
March .....	30.94T	33.75A	30.94	30.94	-281
June .....	30.94T	33.00T	30.94	30.94	-206
October .....	29.75T	32.25T	29.75	29.75	-250
April .....	29.75B	33.40N			-365
July .....	29.75B	32.35N			-250
January .....	29.75B	32.00N			-225

Total Sales 76 lots

### Dry Sheepskins Quiet

Most selling quarters report no particular change. Advices from various primary markets indicate a strong condition as shippers seem to be in a well sold up position. Sales to Europe, locally, and to other sources leave them with relatively small unsold stocks.

Good demand for shearlings but not many sales as price differences retard business. A few Montevideos,  $\frac{1}{2}$ - $\frac{3}{4}$ ", sold at \$5.65 per skin. Very high prices asked for Capes, 75 pence for the shorts and 95 pence for the longs, with European buyers meeting these levels.

Some interest developed locally in Peruvian slats. With European buyers unwilling to follow the latest advances, prices eased slightly and local buyers were able to pick up some lots. Papras firm and bids of \$12 refused with \$13 asked for 1,000 lbs.

Hair sheep markets strong. Asking prices for Brazil cabrettas at \$18 fob., basis importers for regulars, including a few specials. Buyers slow to meet this figure as their ideas are around \$18.50-\$18.75 c&f., basis manufacturers. No offerings of Nigerians. Said to be going to Europe. Cape gloves strong and shippers are asking 220-225 shillings and even more, as to lots, with England said to be operating. Up to \$17.50 asked for Addis-ababa butchers, which is out of line with this market. Dry salted Sudans, Mochas and Mombasas going to Europe.

Wool sheep markets continue to advance at origin and latest reports from Australia that at the Melbourne sales, shorn lambs advanced 1-3 pence, 1/3rd wool up and 56s up, advanced 3 pence, 2/3rds wool and 56s down sound, advanced 5 pence while others were unchanged generally to par to 2 pence lower. At Sydney sales, 1/3rd and  $\frac{1}{2}$  wool and lambs par to 1 pence dearer, others unchanged.

### Deerskins Wanted

Good demand continues and some reports that higher prices have been paid by dealers. However, tanners claim they cannot better their prices due to ceilings on leather. Reports that Brazil "jacks" have been selling at \$1.00-\$1.05 fob., basis importers and one dealer said to have paid more. This buyer also said to have paid very high prices for Peruvian 'jacks'. New Zealand market advancing with sales at \$2.20 c&f. and \$2.25 c&f. now asked. No interest in Chinas.

### Pigskins Lag

Reports from Fulton County state buyers are not as aggressive as they have been and showing definite price resistance to the advancing levels. Ladies' gloves are not moving and while men's are selling buyers are looking for cheaper leather.

Last confirmed sales of Manaos grey peccaries at \$3.20 fob., basis importers ask a nickel more said to have been bid. Reports that the same dealer who was paying high prices for 'jacks' was also bidding higher on the peccaries and has bought Peruvians at very high levels.

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# NEWS QUICKS

About people and happenings coast to coast

## Illinois

- **Martin J. Barr**, for many years vice president of the former Monarch Leather Co., Chicago, has joined **A. H. Ross & Sons Co.**, Chicago tanner of side upper, specialty and sporting goods leathers, as executive vice president in charge of sales.
- **The Shoe Travelers Association of Chicago** has scheduled its annual golf tournament for June 13 at the Chevy Chase Country Club.
- **Friends of Tom Borglina**, foreman at the **Griess Pfleger Tanning Co.**, Waukegan, recently tendered him a send-off dinner and presented him with various gifts on the occasion of his retirement as foreman of the firm's bark-tanning department. Borglina has been with Griess Pfleger since 1916. He is returning to his native France.
- **Eligible employes of Wolverine Shoe & Tanning Corp.**, Rockford, have received their share of the firm's

profits for 1950 under the company's profit-sharing plan begun in 1919.

## Missouri

- **Irving Sachs**, president and treasurer of **Shu-Stiles, Inc.**, St. Louis wholesaler of women's novelty shoes, has been indicted by a Federal Grand Jury on four counts alleging evasion of income taxes for the firm for 1942-45. The total amount is claimed at \$118,721.
- **Brown Shoe Co.**, St. Louis, has completed purchase of acreage from the city of Clayton and filed application for a Government permit to construct a two-story office building on the site.
- Officials at the **International Shoe Co.** plant in DeSoto have denied a report that plant operations have been curtailed in recent weeks due to worker unrest. Superintendent George Seelman states that relations with employes, represented by Boot and Shoe Workers Union, AFL, are of the best.
- **James H. Jones** has been elected president and chairman of **Midland Shoe Co.**, St. Louis shoe manufacturer, succeeding **Frank S. Rice**. The latter has retired but will continue in an advisory capacity. Jones has been executive vice president and secretary of the firm. Other officers named include **Robert C. Lundahl**, from vice president to executive vice president; **Edgar L. Dehner**, from vice president to vice president and secretary; and **Sam C. Nicholl** to vice president. **Allen H. Lynch** has been re-elected treasurer and elected a director to succeed Rice.
- **Irving Sachs**, president of **Shu-Stiles, Inc.**, St. Louis, has been indicted for evading tax payments totaling \$118,721 for the corporation. The government's charge covers a period of four years, 1942-45.
- **The Tobo Shoe Co.**, St. Louis, has been consolidated under the name of **Tower Grove Shoe Co.** The company has recently moved to larger quarters to combine operations of both factories.
- **Midwest Footwear, Inc.**, Sullivan, is a new corporation capitalized at \$50,000. It will produce a scuff-type house shoe.



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## Pennsylvania

• A total of 13 key employees of **William Amer Co.**, Philadelphia tanner, were left about \$35,000 worth of company stock by the late **Alice Crocker Hart**, company secretary-treasurer, who died Feb. 17 at the age of 81. Miss Hart's will disposed of a \$150,000 estate and included gifts of varying amounts of stock. She was with the firm for 37 years.

• **California Shoe Co., Inc.**, casuals manufacturer located at 2415 N. Howard St., Philadelphia, is reported to have filed a voluntary petition in bankruptcy. Receiver has been appointed under bond of \$2000.

• Officers and directors of **E. F. Houghton & Co.**, Philadelphia manufacturer of oils, industrial leathers, metal and textile products, were re-elected at the annual meeting of stockholders held recently in Philadelphia. These include Aaron E. Carpenter, chairman of the board; William F. MacDonald, president and treasurer; R. H. Patch, vice president in charge of operations; D. J. Richards, vice president in charge of sales; E. A. Carpenter, secretary; C. P. Stocke, assistant secretary; M. A. Healey, assistant treasurer; and John F. Maisch, comptroller.

• Registration certificate has been filed by Wladimir Tkacz and Jacob Nusberg to trade as **Hercules Shoe Mfg. Co.** at 52 North 10th St., Philadelphia.

## New Hampshire

• The **Royce Shoe Co.** plant in Claremont, closed since Sept., 1949, will be reopened soon for full-scale production of California playshoes, according to an announcement by Nathan Brown, manager. Brown reports approximately 400 workers will be hired.

• **A. J. Lawson Shoe Co., Inc.**, Manchester manufacturer of men's and women's McKay shoes and slippers, has filed voluntary petition in bankruptcy in U. S. District Court in Concord. A hearing of creditors was held March 16 in Manchester.

## California

• **Edward A. Wright** has been transferred from the pattern to the sales department of **Joyce, Inc.**, Pasadena. In his new position, Wright will coordinate design, merchandising and sales of the Wm. Joyce line of men's shoes.

## Maine

• **Eastern Shoe Supply Co.**, Lewiston, has joined the sales force of **Shain & Co., Inc.**, Boston shoe fabrics dealer. Harold G. O'Brien will be in charge of three representatives who will cover the state of Maine for Shain.

## New York

• **Carl M. Loeb, Rhoades & Co.**, hide broker, has moved offices from 61 Broadway to 42 Wall St., New York City.

• **Criterion Footwear** is moving from 583 Broadway, New York City, to larger quarters at 108 12th St., Brooklyn.

• Art Schwibner and Nat Batterman are in charge of the newly established New York City office of **Kourette Shoe Co.** of Lynn, Mass. The office is located in the Marbridge Bldg.

• **Merwin M. Newell** has been appointed vice president in charge of fabric development and sales at **Fabrilon, Inc.**, New York City. Newell was formerly associated with Maharam Fabric Corp.

• **Benjamin Zalkind** has joined the staff of **Garden State Shoe Co.**, Paterson, N. J. He was formerly associated with Triple Novelty Footwear Co.

• **Aktiebolaget Ehrnberg & Sons** of Sweden has named **S. Farkash, Inc.**, New York City, as sole American distributor of its line of leathers.

• **John Scher**, designer and production executive, has resigned from **Cali Footwear Co., Inc.**, East Rutherford, N. J.

• **California Footwear Corp.**, 1955 Park Ave., New York, has filed bankruptcy schedules. The company lists liabilities of \$25,448 and assets of \$26,634.

• **Barnardo Sandals, Inc.**, has been organized to manufacture footwear at 1160 5th Ave., New York City. Dino Sonnino is principal.

## Massachusetts

• **Harvard Coated Products Co.**, Cambridge, manufacturer of "KID-KO" socklining and quarterlining materials, has introduced a speckled, multicolor quarterlining material particularly suitable for white shoes. Color combinations suitable for white shoes are now being featured and new color combinations on darker cases are being readied for fall footwear.

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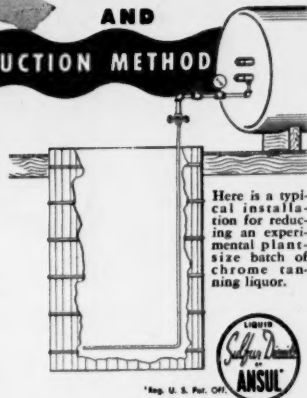
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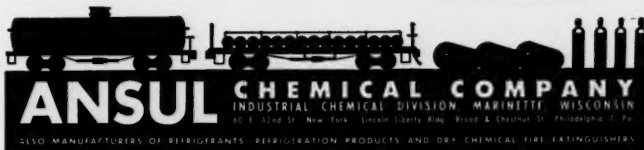
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● **Allied Shoe Co. of Maryland, Inc.**, has opened a Boston office at 179 Lincoln St., where it will sell footwear. Main offices are in Hagerstown, Md. Herman J. Haskell is head of the Boston office and Hyman G. Spector is treasurer.

● **Kenneth McCumber** has resigned his position in the Boston office of **Carl M. Loeb, Rhoades & Co.** and has joined **Irving Tanning Co.** as hide buyer. His headquarters will be in the Boston offices at 134-140 Beach St.

● **Normandy Shoe Co., Inc.**, recently opened for business at 111 Lincoln St., Boston. Officers are Arnold Felton, president, and Benjamin S. Freeman, treasurer.

● **Fortuna Shoe Co.** was recently organized to manufacture footwear, with offices at 212 Essex St., Boston. Principals are Munroe Cohen, president, and Frederick A. McLaughlin, treasurer.

● **A. C. Lawrence Leather Co.**, Peabody, has again given out a series of plant safety awards to employees. Winners of \$25 to \$100 bonds were employees in the calfskin division, which succeeded in reducing lost-time accidents by 45 percent in the last half 1950.

● **Hampshire Shoe Corp.** has been organized to manufacture and sell shoes at wholesale at 33 Simmons St., Roxbury. President-treasurer is Benson F. Glanzbaum of Brookline.

● **James Leather Co.** of 15 Federal Court, Boston, has been authorized to issue \$6000 of its authorized capital stock by the Massachusetts Department of Corporations. Albert Travers is president and Michael Sochin is treasurer.

● **Maranne Shoe Co.** of 151 Essex St., Haverhill, will issue 176 shares of common stock without par value. Saul Shain is president and Arthur DeMarais is treasurer.

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### DAY OF FRUSTRATION

(Continued from Page 8)

skins from foreign countries. The industry needs Government cooperation in obtaining larger hide and skin supplies from abroad, he added, particularly from those countries receiving Marshall Plan aid.

Judge Van Pelt said the industry faced its most dangerous period "because of the high cost of raw material and the current necessity of the tanners to make commitments for such material in order to be in a position to assure continuous production of military and civilian leather.

The TC president said that many tanneries were already in a precarious position due to the temporary halt in the flow of hides and skins. Only release of pricing schedules would open up this dam and allow tanneries to meet military and civilian leather demands.

Jules Bachman, professor of Economics at New York University, noted business writer and commentator, said the Government's anti-inflation program would fall far short of its mark unless tighter wage controls, higher taxes, controls over farm prices, and general controls over credit to restrict inventory accumulation were imposed.

He declared the wage stabilization program will fail because "wage increases to compensate for rises in living costs and probably for annual improvement factors and the proposed exclusion of fringe benefits from the 10 percent catch-up formula, make a mockery of wage stabilization."

Bachman pointed out that overall business inventories increased by \$10 billion last year, a rise of about one-fifth. Inventories of leather and leather products increased 22 percent last year against a sales increase of only 17 percent.

The business analyst warned that a "peace scare" could slow consumer buying and lead to dumping of high priced inventories. However, this would be only temporary since the mobilization program would continue.

Irving R. Glass, executive vice president of the council, reviewed events of the past few months, then stressed the inter-relationship between foreign raw material supplies and our domestic market.

"The dilemma . . . is obvious. If we are to get the maximum flow of raw material to this country in

order to meet the requirements of our defense program and to keep civilian consumption at a reasonable level, it is essential that a mechanism must be developed quickly by the government.

"That mechanism must undertake to safeguard raw material supply and make certain that needed raw material imports can be reconciled with price controls under which tanners and their customers must operate. Unless prompt action is undertaken, the future supply of leather and footwear for the military and for civilians will be threatened."

Julius G. Schnitzer, head of NPA's Leather Section, told tanners that their March hide and skin quotas had been based on normal wettings last year.

Schnitzer told the assembled group that all Government and industry officials who recall World War II controls accept as axiomatic that fact that allocations and price stabilization of major types of hides and skins "are inseparable." He added that the Government was not contemplating controls as rigid or sweeping as those of last war.

#### **Less Restrictions**

"Unless and until military needs become substantially greater than now appear to be the case, it should be possible to do without a considerable number of restrictions and limitations which had to be put in force during World War II," he stated.

Current military needs "can be satisfied without significantly distorting the basic level of civilian supply."

Analyzing known military leather requirements for 1951, Lief C. Kronen, Council secretary, reported that at least 2,800,000 cattle hides and kip skins and 500,000 calf skins would be needed.

He cautioned, however, that the rate of military footwear procurement over the next six or seven months might not be maintained towards the end of the year and thereafter "on the basis of continuous replacement needs and assuming that the size of the Armed Forces is not radically changed from present goals."

Kronen said this possibility was based on the following facts: At the peak of military footwear deliveries in World War II, slightly over 60 million pairs on an annual rate were being taken by an armed force of 12 million men and women—a per capita rate of five pairs. Current procurement rate amounts to a per

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capita rate of six pairs per year, based on an average armed force of 3.25 million men and women.

Edward L. Drew, Tanners' Council economist, reported that 1950 was a year of pipeline filling. More leather was sold than used, more shoes produced than sold. All in all, shoe manufacturers gained a three-four weeks' supply of leather over their needs while consumer footwear purchases were below the 491 million pairs produced.

Drew estimated that domestic raw material supplies in the coming year would provide 20.5 million cattle hides, 11.5 million calf and kip skins, and 12 million sheep and lamb skins. Based on these figures, he estimated the U. S. would need imports of 1.7 million cattle hides, 1.5 million calf and kip skins, 18.4 usable sheepskins and 35 million goat and kid skins.

#### Shirer Speaks

Capping the afternoon session which followed the Council Luncheon, William L. Shirer, noted foreign correspondent, radio commentator, and author of "Berlin Diary," spoke on military and political conditions in the East and in Western Europe. Shirer cautioned the U. S. against rushing in headlong to defend the world against Soviet aggression without regard for historical lessons and present military and political considerations.

Closed meeting of the various Leather Groups followed immediately upon close of the afternoon session. Conspicuously absent was the usual general discussion period, a feature of former Council meetings. Under existing conditions, it was obvious that everybody had said everything he had to say. Anything further would have necessarily degenerated into a guessing game—and tanners were tired of guesses.

The one clear fact that stood out prominently from all others was that the industry must be given definite hide and skin pricing schedules before any semblance of normal trading could be resumed. Without these schedules, tanners could not buy rawstock despite 20 times the allocation quotas they were given. Without needed rawstock or knowledge of replacement costs, no tanner would make any long range leather commitments to would-be customers. Shut down tanneries and packers' cellars filled with unsold hides would never fill military and civilian demands for shoes.

—END—



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## CONTROLLED ECONOMY

(Continued from Page 11)

way of military products. These obligations have an absolute priority and tanners have not allowed any consideration of risk to deter them for a moment from beginning the production sought by procurement officials. It is always conceivable that some day or other, when the emergency ends, this industry will find itself confronted by potentially huge losses. Tanners unfortunately do not have huge resources, and I am quite certain that no one will rush to their rescue with offers of help or assistance.

### Grave Handicaps

Going beyond the risks which might be termed purely financial there is the broader danger that our costs will move out of line with the costs of actual or potential competitive materials. Markets simply cannot be taken for granted. We have had a demonstration of that in recent years in some branches of the industry. The natural limitations of the supply in our by-product raw material imposes grave handicaps upon us. During this period of industrial expansion for defense, production facilities of one kind or another will be developed, new materials and products will come into being. In many cases those products and supplies are the recipients of Government aid or bounty, a kind of assistance which the tanning industry has never received. We may then find that when the emergency is over and we settle back into daily normal harness that someone has handicapped us with a lot more weight than other starters.

We have every reason, therefore, to be concerned not alone with the obligations that we have to discharge in the immediate future but for long-range prospects. As an industry and as individual businesses we have got to keep our economic health. We cannot afford to be squeezed between the nutcracker of costs and prices. We have to make certain that the status of tanning after 1946 is clearly understood everywhere.

This industry after 1946 was not to be compared with the bottom-of-the-heap business we were in the 20's and the 30's. Tanners modernized their merchandising, their production, their inventory methods. Tanners operated on the premise that the value they gave to their customers

and to consumers merited a living wage for their capital. Through our own efforts, in a free-swinging competitive industry, we began to achieve a responsible place in the roster of American business. Production of leather may not have rivaled other industries' profitability, but at least we began to learn that a reasonable return was not a crime, that it was red ink we should be ashamed of.

I want no one to misunderstand this industry's position or to believe that tanning can be relegated again to the bottom of the totem pole. We shall willingly accept every sacrifice required by the national welfare and emergency conditions. We assume, of course, that equal sacrifices will be required of all other industries and that tanners will not be consciously or inadvertently penalized for the heavy risks and burdens they must bear.

I am sure that every tanner hopes that the Government agencies charged with our foreign relations and with the defense program will keep one thing in mind. This country has always been a substantial importer of raw material. In recent years we have had occasion to be greatly concerned by the inequities and the discrimination practiced against the United States in foreign raw material markets. Today when we are giving all of our strength to the aid and defense of the Western World, there can be no place for such inequity or discrimination.

It would be unthinkable to have our resources and energies funnelled into the tasks of defense preparation and to have other countries not only ignore such objectives but also disregard our raw material requirements. I am sure that will not be the case and that the Government will make every effort to secure the clear understanding between the United States and all the nations ranged with it on the need for equity and reasonableness in the movement of hide and skin supplies to these shores.

The Council has tried during the past eight or nine months to anticipate problems and to provide you with facts and information which might be a partial guide under confusing conditions. I regard it as absolutely imperative that the unity and strength of this industry be maintained, that the principles affirmed by the Council continue to give us the common ground we need for today and for tomorrow, and that through the Council we continue the remarkable phenomenon of an industry associated and tied together virtually 100 percent.

March 17, 1951



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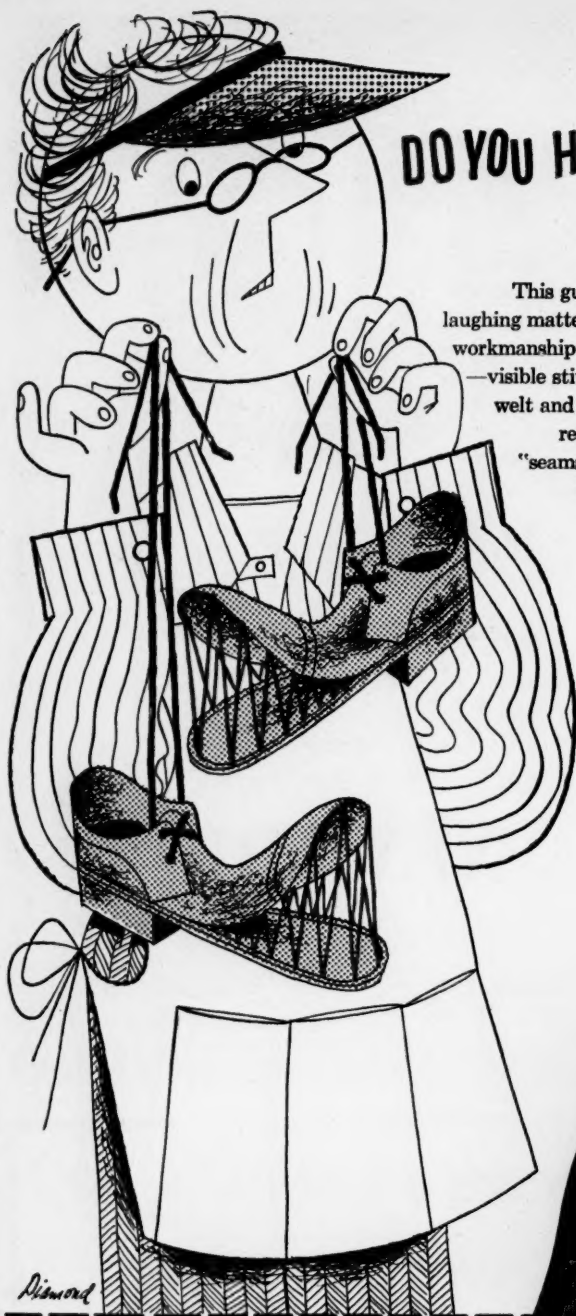
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# REGISTRANTS

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Ameer, John R., Footwear News, New York, N. Y.  
Andresen, J. C., John Andresen & Co., New York, N. Y.  
Atkinson, Fred C., Fred C. Atkinson Co., Milwaukee, Wis.  
Aulson, E. R., Aulson Tanning Machy. Co., Waukegan, Ill.

### B

Baker, Edgar F., Sands & Leckie, Boston, Mass.  
Barkey, Jewell, Barkey Importing Co., New York, N. Y.  
Bear, A. Ferriss, Arkwright, Inc., New York, N. Y.  
Belding, C. E., Leather & Shoes, New York, N. Y.  
Blackwell, Geo. M., Pratt Bros. Co. Inc., New York, N. Y.  
Braun, Harold, Harold Braun, Milwaukee, Wis.  
Brothers, B. V., W. Pearce & Brothers, Inc., New York, N. Y.  
Browning, Capt. H. L., U. S. Army Quartermaster, New York, N. Y.  
Bueth, W. C., Rohm & Haas Co., Phila., Pa.

### C

Carter, John, John Carter & Sons Ltd., London, England  
Chapman, K., Booth & Co. Inc., Phila., Pa.  
Chilewich, Simon, Chilewich Sons & Co., New York, N. Y.  
Lt. Connors, N. Y. Quartermaster Procur. Office, New York, N. Y.  
Crystal, Frank J., Tanexco, Inc., Chicago, Ill.

### D

Dalton, P. H., N.Y.Q.M. Insp. Service, New York, N. Y.  
Daniels, Benj., John E. Daniels Lea. Co., Boston, Mass.  
DuGan, Frank A., Lawrence Johnson & Co., Phila., Pa.

### E

Edwards, W. H., W. H. Edwards, Haverhill, Mass.  
Elliott, Geo. H., Geo. H. Elliott & Co., Chicago, Ill.  
Elbin, H. Z., Carl M. Loeb Rhoades Co., New York, N. Y.  
Ellsworth, Edward C., N.Y.Q.M. Procurement Agcy., New York, N. Y.

### G

Glaeser, H. F., M. E. Clarendon & Sons, New York, N. Y.  
Graham, James C., Geo. H. Elliott & Co., Chicago, Ill.  
Gutterson, L. P., W. Pearce & Brothers, New York, N. Y.  
Guyon, Harold, Footwear News, New York, N. Y.

### H

Hermanson, R. V., Leather Life, Montreal, Quebec  
Herzog, Herman, Alfred Jacobshagen Co., Chicago, Ill.  
Hartkopf, E., Ocean Leather Corp., Newark, N. J.  
Hilbert, Frederic L., U. S. Process Corp., New York, N. Y.  
Hodsdon, Geo. M., International Products, New York, N. Y.  
Hodges, Alan S., J. C. Hodges & Co. Inc., Boston, Mass.

### J

Jacobshagen, Alfred, A. Jacobshagen Co., Chicago, Ill.

### K

Katzenberg, Wm. R., Jacob Stern & Sons, Inc., New York, N. Y.  
Kavanaugh, Frank, Lynchburg Rendering Co., Lynchburg, Va.  
Kenyon, R. D., J. C. Hodges & Co., Boston, Mass.  
Klein, Bill, Journal of Commerce, New York, N. Y.  
Kline, Sam, Kline & Co., New York, N. Y.  
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McKay, L. S., American Hair & Felt Co., Chicago, Ill.  
Col. McKenzie, N.Y.Q.M., Procurement Agcy., New York, N. Y.  
Moran, J. J., Leather Manufacturer, New York, N. Y.  
Moynahan, F. G., Leather & Shoes, Boston, Mass.  
Moynihan, F. J., Shoe & Leather Reporter, Boston, Mass.  
Moynihan, Fred M., American Shoemaking, Boston, Mass.  
Muirhead, A. M., Bridge of Weir Leather Co., Bridge of Weir, Scotland

# N

Newman, E. G., Carl M. Loeb Rhoades & Co., New York, N. Y.  
Newman, Geo. W., Jr., Geo. W. Newman Lea. Co., Cincinnati, Ohio  
Newman, Thos. E., Geo. W. Newman Lea. Co., Columbus, Ohio

# O

Oerdelal, Al, Carlisle Shoe Co., Carlisle, Pa.  
Olson, Carl, The Olson Sales Agcy., New York, N. Y.

# P

Pike, J. H., L. H. Lincoln & Sons Inc., Coudersport, Pa.  
Pilchard, A. F., Geo. H. Elliott & Co., Ft. Worth, Texas  
Pyle, Wm. F., Footwear News, New York, N. Y.

# Q

Quarck, Rolf, Chemtan Company, Pt. Washington, N. Y.

# R

Roberts, Ben, Barkey Importing Co., New York, N. Y.  
Roberts, Irving B., Leather & Shoes, Boston, Mass.  
Robinson, J. W., E. I. duPont de Nemours & Co., Wilmington, Del.  
Robinson, L. G., Jacob Stern & Sons, Inc., Boston, Mass.  
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Roversi, Leon J., Jr., Tupman Thurlow Co. Inc., New York, N. Y.  
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# S

Sandler, Samuel, A. Sandler Co., Boston, Mass.  
Schain, Albert, Armand Schmoll, Inc., New York, N. Y.  
Schnitzer, Julius G., Natl. Prod. Authority, Washington, D. C.  
Schwaab, Louis R., Weekly Bulletin, Boston, Mass.  
Schwaab, L. C., Weekly Bulletin, Boston, Mass.  
Seidel, Ben W., Ben W. Seidel & Co., Boston, Mass.  
Shaifer, Carl, John C. Andresen & Co., New York, N. Y.  
Siegelman, Stanley, Women's Wear Daily, New York, N. Y.  
Selya, Leo J., Leo J. Selya, Boston, Mass.  
Shecter, Arthur W., Wolverine Hide Co., Gd. Rapids, Mich.  
Shiel, John F., M. A. Delph Co. Inc., Indianapolis, Ind.  
Col. Shirley, N.Y.Q.M. Procurement Agcy., New York, N. Y.  
Silverman, Harold L., John E. Daniels Lea. Co., Boston, Mass.  
Star, Jules, Jules Star & Co. Inc., New York, N. Y.  
Stauffer, D. S., Office Price Stabilization, Washington, D. C.

# T

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Thomas, Owen A., Boot & Shoe Recorder, New York, N. Y.

# U

Unger, William, Arkwright Inc., New York, N. Y.

# V

Vallee, D. H. de, Francolor, Inc., New York, N. Y.

# W

Wager, E. E., General Shoe Corp., Nashville, Tenn.  
Mr. Wagner, N.Y.Q.M. Procurement Agcy., New York, N. Y.  
Wakeford, A. A., A. A. Wakeford, Inc., Milwaukee, Wis.  
Webster, Geo. A., A. L. Webster & Co., Chicago, Ill.  
Wederbrand, O. V., Rohm & Haas Co., Phila., Pa.  
Weiss, Fred, Ben W. Seidel & Co., Boston, Mass.  
Wenzel, Charles J., Sands & Leckie, Boston, Mass.  
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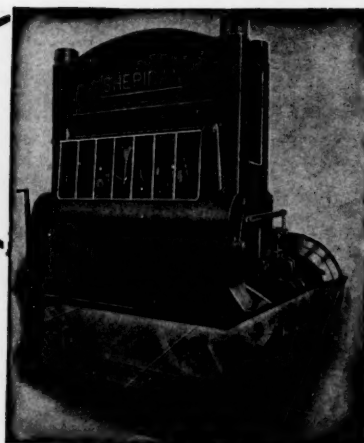
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## CONTROLS TO LIVE WITH

(Continued from Page 14)

too, and the other groups in the economy will also have to recognize their obligations.

Now what I'm saying does not mean there will be sweetness and light and a Pollyanna atmosphere in "Tempo E" down in Washington or any of the regional offices of OPS. You can't have the idea all the time in the very nature of things. No regulation or no price order can deal out perfect economic justice to everybody all the time.

Let's start with the right assumptions and the right atmosphere; and clear the decks of any misconceptions that have carried over from the last time. Price control cannot be the punitive job of a Government agency from business and economic realities. It has to be your job and the job of everyone else in the country in plain selfish self-interest.

Let me try to outline the position of this Office as I see it.

Almost everyone in the United States believes in stabilization as a general principle. The problems arise when we try to translate that principle into practice.

People are generally willing to play

the game fairly, and to exercise self-restraint if they feel that sacrifices are reasonably well distributed, not only horizontally but also vertically, between different layers of an industrial or trade segment.

One of the jobs at OPS is to try to see that the sacrifices are fairly and reasonably distributed—that no one section of industry, or group of people in the community, is forced to take the whole lead. In periods of shortage, market forces and competition alone cannot apportion the load on any basis of equity. Collectively, through public agencies such as OPS, the people of the community can do things that cannot be done individually, or even by agreement among different groups. Regulation permits joint effort to hold down prices. But in this phase of its activity the agency prefers to lead rather than to coerce.

### Few Can Stampede

But we all know from past experience, including our recent experience with voluntary price stabilization, that a few people who lack vision or a sense of social responsibility can start a stampede. Most of us would agree that if someone goes offside, and takes the advantage of an emergency to make big gains, it is only

fair in the interest of everyone else, if the referee blows the whistle and calls back the play.

In this game one function of OPS is to do the job of the referee. If there is no referee it is every man for himself, and there is no assurance that the game won't turn into a shamble.

You can do a great deal to help us in making the operations of this agency dovetail with your own efforts to make price stabilization a workable program. One important part of this collaboration is the development of the Industry Advisory Committee program. Because of its great importance I would like to devote a little time to outlining the functions and responsibilities of such committees.

The Industry Advisory Committee represents the official channel of contact between OPS and the industry. It provides the means by which problems can be discussed, proposals and programs reviewed and principles translated into workable regulations and procedures. It is not our view that the Industry Advisory Committee's job is to rubber-stamp decisions that have already been made. Its role is that of a strong advisory group to the agency.

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What does this require of the member of an Industry Advisory Committee?

He must realize that as a member of the committee, he is no longer a representative of his industrial segment. That is, he is expected to approach the work of the committee, not as a spokesman for a single viewpoint, but as a working member of a group that is seeking a solution to a problem that has impacts on many groups apart from his own. The solution to the problem must be one that is equitable and workable from the standpoint of everyone concerned.

We recognize the difficulties of stepping out of our normal roles in business, but it is most important that this obligation of objectivity and detachment be clearly understood and freely assumed. Participation in the work of an Industry Advisory Committee constitutes an opportunity and a challenge to make a real contribution to workable price stabilization—to perform a public service of the highest character.

### **Specific Objectives**

Finally, let me speak briefly about some of the specific objectives that we have in mind in framing price regulations.

We regard it as highly desirable that manufacturers continue to make the goods that they are best suited to produce—the good values that competition normally forced them to make. That is surely better from the viewpoint of real stabilization and price control, than a widespread shifting of lines and items to escape from squeezes.

Furthermore, in drafting regulations we will seek constantly to frame them in ways that will encourage, rather than discourage, the full production of desirable lines of goods that the people of the community depend on for real service and satisfaction.

In the field of hides, skins, leather and shoes we have been considering various kinds of controls including dollar-and-cents price regulations for several kinds of domestic raw stock. Leather and shoe price regulations have to be framed so that there can be a continuous movement of goods to the consumer and to the Armed Forces. None of the regulations that are being considered will be pulled out of the air. Industry advisory committees and sub-committees have been and will be meeting with every

intention on our part to get the best brains and ideas from business.

There are going to be times when you and your representatives may be disappointed because particular ideas advanced for a given product or industry are not accepted in toto. Usually the answer is simple—OPS must follow policies and principles that are generally applicable, OPS must look at the whole gear box and not only a single cog. In addition, whatever we do must be legally valid.

What has been done so far by OPS in your field is directly attributable to men who have come to Washington in the Government's service, who have given a tremendous amount of time and energy in starting the ball rolling and in the right direction.

To the best of my ability and to the limit of, say, no more than 16 hours per day, I am going to try to make myself available to the industry. The heads of the various sections in the Consumer Goods Division are anxious and ready to get business views and ideas. Let us keep those channels of communication open and vigorously functioning so that the job of price stabilization we do this time will be something to look back upon with a sense of genuine accomplishment as a solid base for our future economic health.



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IT'S a fact. Tanners are not easy to do business with unless you know how to satisfy their very exacting demands—unless you recognize that they know what they want and know how to get what they want.

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For 63 years Atlas Refinery has found it very easy to do business with tanners because Atlas Oils are made to the most exacting specifications and because every control for quality and uniformity known to the science of oil refining are meticulously applied to the production of Atlas Oils.

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### A PROGRESS REPORT

(Continued from Page 12)

that measures of control, that restrictions or regulations governing inventories or production, are sought without regard to their genuine necessity. It is possible for me to definitely and completely disavow all such impressions.

Whatever experience and knowledge I have acquired about the leather industry has certainly impressed upon me the complexity and the wide ramifications of your industry. Nothing could be more desirable than to see this industry, and all American business, for that matter, achieve the ends we seek as a nation with the minimum changes in our free market and free enterprise structure. Everyone wants the least dislocation, the least interference with a steady climb in productivity, the gain in output, the progress in distribution which have made this country what it is. When you as producers or distributors become subject to measures of economic control, when you find allocations of material or restrictions upon the use of products moving into the picture, then you should realize that such steps have been taken only because they were unavoidable.

### Daily Soundings

NPA functions under the Defense Production Act of 1950, and one of the sections of that law provides for consultation with industry as well as with other groups in our national life. It seemed wise to us not long after the Korean conflict erupted to consult with industry through your Industry Advisory Committee so that the progressive consequences of a defense program could be constantly evaluated. Over the months since last June we have taken almost daily soundings to learn the trend of supply and production in leather and related industries. Toward the close of 1950, when the gears of military preparedness began to mesh, it became necessary to think acutely about the fundamental relationships of supply and demand.

May I summarize for you the progress we have made in the Leather Division and the steps which have been taken so far directly affecting tanning and related industries. By the end of 1950 the scale of the military program involving footwear and other leather products made it necessary to think acutely of action that might have to be taken to assure

the fulfillment of military requirements with the greatest efficiency. At a meeting of your Advisory Committee the facts which had been laid before tanners and manufacturers by procurement officials were thoroughly discussed.

May I say at this point that there had never been any question or the slightest doubt in my mind for the profound extent of cooperation to be expected from tanners. The discussions of the Leather Industry Advisory Committee fully confirmed my expectations. Without any hesitation and with the fullest initiative, that Committee undertook to evaluate the changes and to recommend the soundest procedure for reconciling military needs within the framework of supply.

The first concrete steps were taken in a relatively minor field, namely, horsehides and deerskins and leather made from such raw material. Large requirements of the Chicago Quartermaster purchasing gloves for the Army and Air Force made it apparent that the free use of horsehides and deerskins for civilian purposes would stymie military procurement. Consequently, upon recommendation of the Industry Advisory Committee, the regulation was drafted which in effect channels all suitable horsehides and deerskins or leather into military uses.

#### Reaction Immediate

Incidentally, the response to the problem of deerskin supply and use is a very interesting criterion of the cooperation to be expected not alone from industry but from public generally. More deerskins were needed than normally moved into commercial markets and your executive vice president broadcast an appeal which was echoed on radios throughout the country. We had an almost immediate reaction to that in telephone calls and mail.

Public-spirited citizens called to find out whether they had to turn in the skin from the buck they had shot last year, taxidermists clamored for relief because animals were partly stuffed, and irate butchers wanted to know why we had asked Mr. John Doe to leave his deerskin in the butcher shop. It could be that game wardens do not have an accurate census of the deer population, or the hunting season continues beyond the dates formally set in many states. So many deerskins seemed to come to light that finally we had to amend



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our original order so that any individual Nimrod tanning his trophy skin for his own use or as a gift would not wrap it immediately and parcel-post it to Washington.

One of the more serious problems that had to be dealt with at an early stage was the supply of military insoles and midsoles. An industry task force met on that subject and produced a program as well as a set of recommendations which in my estimation embody the experience and knowledge gained during World War II. After careful analysis by NPA, most of those recommendations were incorporated in a regulation known as M-34. It should be gratifying to industry as well as Government that since the issuance of that regulation there have been very few reports from shoe contractors indicating difficulty in the procurement of midsoles and insoles for military shoes. Unquestionably the regulation created difficulty for some cutters and has probably compelled some members of the trade to cut insoles and midsoles which it was not their customary practice to make or sell.

### **Can Avoid Holdups**

In certain instances the type of leather employed in some plants made it impossible to fulfill the cutting ratios specified by M-34. Fortunately, the Leather Division has been in a position to act promptly on justifiable requests for relief and producers and cutters have thereby been enabled to avoid any uneconomic holdup in operations.

The matter of greatest interest to all tanners of bovine hides and skins is the allocation program which began with NPA M-35. Everyone in Government and industry who is familiar with the basis of controls during World War II has accepted as axiomatic that price stabilization and allocation of major types of hides and skins are inseparable. Allocation of raw material, or at least principal types of hides and skins, can be wholly justified on production grounds, on the need for making certain that tanning facilities are employed and that producers of both military and civilian leathers are assured a reasonably steady flow of supply. In a broader sense the corollary necessity for allocation is related to the controls seeking price stabilization. If raw material were not allocated, the application and effectiveness of price controls could easily be nullified. In any case the circumstances and facts which be-

came evident in January leave no alternative; we were in a situation which required that allocation of domestic cattlehides, kips and calfskins be undertaken.

On February 5, M-35 became effective. This was the regulation intended to halt the sale of hides and skins acquired or taken off after that date. It did not, of course, halt usual commercial trading by collectors and dealers who acquire hides and skins for salting and for sorting, preliminary to selling them to tanners. The purpose of this so-called freeze is entirely obvious. It would have been impossible for NPA to begin allocating on any date without previously having taken steps to assure the existence of a supply which could then be sold to meet the allocations granted to tanners. I am glad to say that the prompt response from the industry in supplying the Leather Division with company data needed has permitted us to begin the allocation by the March 1st deadline we set ourselves. By this time our cattlehide, kip and calfskin tanners have been advised of their quotas for the first month.

A great many questions have been addressed to us on allocation, and many of these are in the very nature of things unanswerable. Every manufacturer knows, for example, that the choice of a base period upon which the allocation of raw material supply is to proceed can never be ideal. What is equitable to one company may be criticized as inequitable to another. A period which seems fair to one group may be unjust for another group.

#### Need Use Best Advice

NPA can have no alternative but to proceed on the best advice and information it can secure to determine a base period which will be the most equitable for the preponderant majority, which will be the most feasible for administrative purposes and which will be most consistent with the production objectives we all have in mind. No matter what base is selected there would always be the need for relief in some limited number of cases, for the elimination of obvious inequities where companies have been the victims of unfortunate circumstances. The measure of relief, however, can never be the good intentions or the just desserts of deserving people, because if that were the case there would be more inequity created than eliminated. The only criterion we can use in giving

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relief is a standard that can be generalized and which takes account of a minimum number of factors.

It may prove necessary in coming weeks or months to recast the basis employed in the first allocation. That will not be done, however, without the most thorough consideration of economic equities and production goals.

#### **Industry Asks Questions**

Many questions have come from the industry on the rate or the percentage of allocation and on any possible restrictions in wettings. Initially there is no restriction on wettings and every company must quite literally frame an operating policy in accordance with its inventories and supplies acquired through allocation. Furthermore, until such time as a control policy is adopted with respect to foreign hides and skins, tanners' commitments and receipts of foreign hides will not be given specific weight in the allocation of domestic raw material. It seems desirable that every effort be made by NPA and by industry to achieve the maximum movement of raw material supply to tanners and whatever policies are adopted with respect to allocation

will have that fundamental end in sight.

At this time other divisions of the tanning industry, including goat and kid or sheep, are not subject to allocation of raw material. The necessity for controls in those areas might be qualified in the future and when Government policy on foreign raw material crystallizes NPA will be able to adopt the correlative measures needed such as allocation.

#### **Not Like World War II**

We have begun, in 1951, with a number of steps in NPA which resemble the measures of controls achieved during the last war. However, it would be wrong or premature to assume a complete analogy or a parallel course of events. Your industry will do its part in production for defense and NPA must be prepared to promulgate whatever forms of controls are needed to safeguard the defense program and simultaneously avoid needless dislocation of our general economy. While the call which the military effort will make upon the tanning industry is large it is certainly not comparable with the requirements during World War II. It should be possible, through your

efforts and through the preventative steps taken by Government, for military needs to be satisfied without significantly distorting the basic level of civilian supply. Unless and until military needs become substantially greater than now appears to be the case, it should be possible to do without a considerable number of restrictions and limitations which had to be put into force during World War II.

#### **Personnel Needed**

It is a pleasure to express the appreciation of NPA for the help of those members of industry who come to Washington and serve on industry advisory committees and task forces. Moreover, the progress we have been able to make thus far would have been impossible without the help of the capable men who have come to Washington as a civil service, bringing to bear their knowledge of industry to aid Government in this emergency. We trust that whenever or wherever specialized knowledge from industry is required it will be possible to recruit personnel for the task in hand.

—END—

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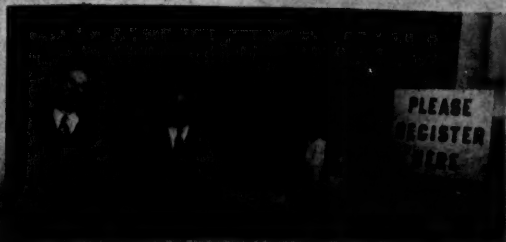
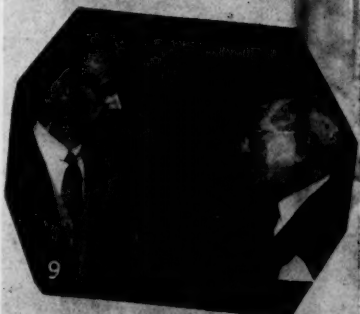
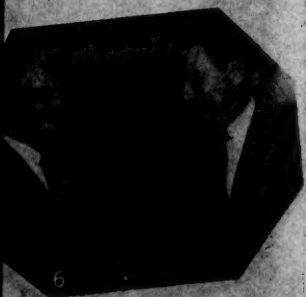
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## VETS ADMINISTRATION LEATHER BUYING HALTED

A plan of the U. S. Veterans Administration to go into the open market and buy at least 23,000 square feet of the finest quality leathers for hobby-teaching uses in their hospitals, has run into a stern roadblock from the Economic Stabilization Agency.

Two weeks or so ago, the VA issued a call for bids on such leather items as 1,500 square feet of doe-skins; 1,500 square feet of sheep-skins—morocco; 7,000 square feet horsehide; 7,000 square feet of cowhide; 1,500 square feet of capeskin; 4,000 square feet of steerhide; and 300 leather belts.

The closing date was set as of Feb. 26 for most of the items, but this week L&S representative learned that the bids have not yet been processed, because of a request from the pricing agency to hold up things. They asked for an investigation into the absolute need for such heavy buying of leathers.

### Normal Process

Veterans Administration workers said that the bid seeking was a normal process, as they usually stocked up six months ahead in best grades leathers for their hobby-shop activities. They also acknowledged that the VA itself is reviewing the whole matter, with the possibility that "the very high prices of today" may cause the VA to abandon the time-honored practice of teaching veterans to make leather billfolds, belts, and such items.

When the VA issued some similar bids in November, they failed to get a response on a few of the items, but this time offers came in on all the items, including those which drew blanks the previous call.

When the call for the Feb. 26 bids was issued in the Commerce Dept. daily printed synopsis sheet of Feb. 19, there was considerable "eye-lifting" in some other agencies concerned with allocation and pricing of leather.

The incident is said to have led some officials to make a survey of similar non-defense government activities, including those which use valuable metals and minerals in hobby-teaching programs.

● **Hollywood Moc** has been organized to manufacture moccasins in Los Angeles. Principals are listed as M. J. Breithart, William Podos and Henry Podos.

## ALCA Proposes Changes In By-Laws

Some 19 separate amendments in the by-laws of the 800-member American Leather Chemists Association were covered in the proposed revisions suggested at the winter meeting of the Association's Council last month in New York. These amendments will be enacted upon at the annual convention of ALCA next June. Some of the more important changes proposed are as follows:

1. No councilor shall be eligible for re-election to a consecutive full term as councilor.

2. A new procedure for nomination of officers, designed to give wider voice to nomination by petitions.

3. The assessment of dues shall be fixed by Council, subject to approval by the active membership. A \$2 dues increase, beginning in 1952, is suggested—the first dues boost in 25 years.

The Council also established a committee for the Analyses of Leather Finishes, with Dr. H. G. Turley forming the group.

### NEW CHROMIUM PLANT

Completion of a new chromium chemical plant has been announced by Mutual Chemical Co. of America, producers of chemicals for the tanning industry. The company plans to increase the production of sodium bichromate and other essential chromium compounds.

The new plant is located on the harbor of Baltimore, is the largest, most modern chromium chemical plant in the world. Operations have already commenced, and substantially increased output of various chromium compounds used by the tanning industry will be rapidly realized.

### New Sales Record By U. S. Shoe Corp.

During 1950, the United States Shoe Corp., Cincinnati, broke all production, sales and earnings records in the history of the company. Its net sales amounted to \$25,343,640. Net earnings were \$964,138, equal to \$4.06 a share on common stock. Its production for the year came to 4,200,000 pairs.

More than \$700,000 was distributed by the company in its profit-sharing plan and Christmas bonus—the largest distribution in the company's history.

Completion of an addition to the Crothersville, Ind., plant will give the firm a maximum production of 18,000 pairs daily.

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LEATHER and SHOES

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### EDISON PROFITS UP 31%

A net income of \$2,727,544 was made in 1950 by Edison Bros. Stores, Inc., which operates a chain of 220 shoe stores. This was an increase of 31 percent over 1949 net income.

The company reported that sales, however, were 1.5 percent below the

dollar volume of 1949. Sales during the first half of the year were off six percent, but in the last half were up 5.3 percent as compared with the same period of the previous year. Total salaries and wages paid during 1950 amounted to \$11,728,378, virtually the same as in 1949.

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### Chief Engineer



Samuel S. Wolff, appointed Chief Engineer of American Safety Table Co., Inc., Reading, Pa., manufacturers of shoe factory equipment. Wolff will also take charge of the Research Department. He was formerly Chief Engineer of the Century Electric Company, St. Louis, Mo., for eight years before joining Amco. During World War II, Wolff helped develop Diesel-Electric Power Supply Units for the U. S. Army. This work won him an award in the J. C. Lincoln Foundation Design Contest. He is a member of the American Institute of Electrical Engineers.

### Canada

• The Overseas Hide Trading Co., Ltd., has been established, with head offices in Montreal.

• Justus C. Stoner has been appointed general manager of the C. S. Hyman Co., Ltd., and Hyman Leathers, Ltd., London, Ont., subsidiaries of John A. Lang & Sons, Ltd., Kitchener, Ont., tanners.

• J. Mason Van Kleeck has been appointed director and vice-president of Perth Shoe Co. & Lockwedge Shoe Co., Perth, Ont.

• The Shoe Superintendents' and Foremen's Association of Ontario & Allied Trades has issued its 1950 Yearbook. The Association realized approximately \$3000 from proceeds of the Yearbook and its annual banquet. Copies of the Yearbook are available by writing to the Association at 115 Cameron St., North, Kitchener, Ont.

## Deaths

### Hilbert O. Bruss

... 51, *USMC traveler*, died in Milwaukee, Wisconsin, March 1. He was the Wisconsin sales and service representative of USMC and had been employed by the company for the past 30 years. He is survived by two daughters, Mrs. Dolores Koehler and Mrs. Carol Manhardt, and two brothers, all of Milwaukee.

### Harry Lee Rice

... 88, *retired shoe manufacturer*, died March 4 in Quincy. He was the first shoe maker to design specially-fitted shoes for children. He was president of the Rice and Hutchins Shoe Co. for 20 years. He was an active civic leader in his city. Survivors include three sons, William B., Benjamin and Edgar.

### George H. Swift

... 73, *prominent retired packer*, died March 9 at his suite in the Ritz-Carlton Hotel, Boston, Mass. Before his retirement in 1949, he was a director of Swift & Co., Chicago meat packer founded by his father, Gustavus F. Swift. The younger Swift began his career with the company in 1896 and in 1906 took over the administration of the company's New England and other interests. He was also a director and chairman of the board of A. C. Lawrence Leather Co., Peabody. He was active in organizational affairs. Survivors include his wife, Lucile D.; three daughters, Mrs. Lawrence Reeve, Mrs. Everett Van Nice and Mrs. DeForest P. Davis; and a son, George H., Jr.

### Louis J. Frebel

... 73, *leading tanner*, died March 2 at his home in Irvington, N. J. He was founder and president of L. J. Frebel & Sons, Inc., Irvington tanner. He leaves his wife, Clara M.; two sons, William and Arthur; a daughter, Mrs. Thomas Pezzuto; and a sister, Mrs. Elizabeth Gruber.

### Frank N. Baker

... 45, *shoe manufacturing executive*, died March 7. He was president of Joyce (Canada), Ltd., and handled distribution of English-made Joyce shoes for men and women in Canada. Baker joined Joyce in 1939 and was in charge of the New York offices for some time. Later, he became manager of the Columbus and Xenia, O., factories. He leaves his wife, Dorothy; and a son, Robert.

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Former Executive Vice President, Tanners Council of America

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**Chapter 12.** Characteristics of Demand for Cattlehide Leather.

**Chapter 13.** Competitive Aspects of Cattlehide Leather Tanning.

**Chapter 14.** Dynamics of Hide and Leather Prices.

**Chapter 15.** Three (3) Sections — (1) Cattlehide Leather Tanning during World War II and Postwar Period. (2) Domestic Controls on Cattlehides and Leather. (3) Establishment of Import and Export Controls on Hides and Leather.

**Appendices.** Statistical Data on Leather, Shoes and Hides including Leather Grades; Weights; Selections; Basic Operations performed by Labor, etc.

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## Walter H. G. Drayton

. . . shoe executive, died March 7 at his home in Brookline, Mass. Long active in the shoe trade, he had been associated with the sales department of Ludlow Mfg. & Sales Co., Boston, and its affiliate, Smith & Dove Co., Andover, Mass., for the past 57 years. He was a member of Meridia Lodge, A. F. and A. M. Surviving are his wife, Goldie N.; two grandsons, Charles O. Drayton, Jr., and Walter C. Drayton; and three great-grandchildren.

## Harry L. Rice

. . . 88, retired shoe manufacturer, died March 6 at his home in Quincy, Mass. Rice was president of Rice & Hutchins Shoe Co. for 20 years and was the first shoe manufacturer to design specially fitted shoes for children. He was a native of Hudson, Mass., and graduated from Boston English High School. At the time of his death he held various directorships with other firms. He leaves three sons, William B., Benjamin and Edmund.

## Richard Hayes

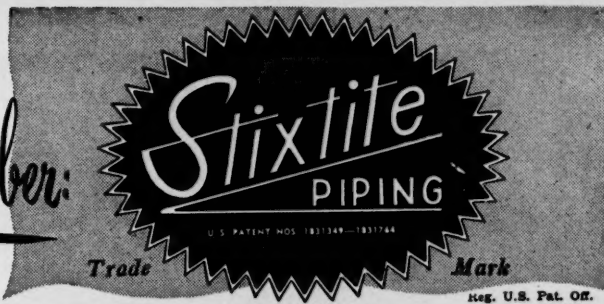
. . . 80, retired leather foreman, died at his home in Winchester, N. H., on March 6. He was formerly finisher-foreman at the A. C. Lawrence Leather Co. plant in Winchester. A native of Melrose, Mass., he entered the tanning trade early in life and had resided in Winchester since 1897.

## Enoch B. Nelson

. . . 84, retired shoe manufacturer from Haverhill, died recently at Pentucket Convalescent Home in Haverhill. A native of East Kingston, N. H., he was best-known as owner of Kenoza Shoe Co. for more than 20 years before his retirement. Previously, he was a foreman at Chesley & Rugg Shoe Co. He leaves a daughter, Mrs. Luella Davis, two grandchildren and several great-grandchildren.

© Duraflex Corp. of America, Inc., Randolph, Mass., has developed "Duralite" heelbase made of 80 percent scrap leather (bark-tanned sole stock) and a synthetic latex binder. The company claims the new product, developed over the past two years, is waterproof and oil resistant, trims very easily, takes a fine edge stain, and does not spread. Duraflex is also offering new "Dutchman" heel tucks which take wheels very cleanly and hold stitches well. Production of a new midsole is also under way.

*Always Remember:*



**UNITED STAY COMPANY, Inc.** 222 THIRD ST., CAMBRIDGE 42, MASS.

**NORMIL**  
®

*a leather by...*

*Greenebaum*



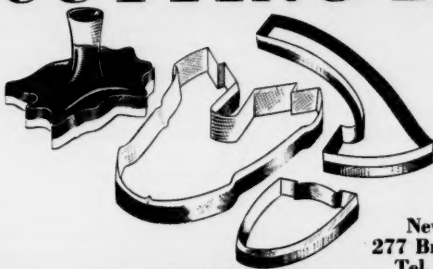
For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

TANNERIES IN MILWAUKEE AND CHICAGO

**J. GREENEBAUM  
TANNING COMPANY ★**  
CHICAGO MILWAUKEE BOSTON



## CUTTING DIES



Double and single edge clicker dies of the utmost precision; Mallet and Walker dies that just shout quality. As for service—just try us once. Send an order today and let us prove our claims.

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*Cutting Die Co.*  
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Tel. LYnn 2-1890

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277 Broadway, N. Y. C.  
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"Where Better Dies Are Made"

**THIELE**

*the Top name!*

- You can be sure of uniformly high quality all the time when you use Thiele Elk and Sporting Goods Leathers.
- Leathers from the top name in tanning will keep your products at the top of public acceptance.



THIELE TANNING COMPANY • 127 NO. 27<sup>th</sup> ST. • MILWAUKEE 8, WIS.

## CUTTING, PERFORATING, MARKING DIES



### MANUFACTURERS

Cutting, Perforating, Marking Dies.  
Also Machine Knives.

### DISTRIBUTORS

Fales Clicking Machines and Seelye  
Beam Die Presses.

### ALSO

Knox celebrated Ribbon Type Stitch  
Marking Machines.



Write, Wire or Phone

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**NEW ERA DIE CO.**  
Red Lion, Pa.

LaSalle near Jefferson  
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## HALEY CATE COMPANY, INC.

EVERETT, MASS.

### SOFTOP

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### DELUXE

Adhesive  
Piping

### EUREKA

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Binding

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John E. Graham, 504 Case Bldg., 82 St. Paul St., Rochester, N. Y.  
Industrial Leathers, San Francisco and Los Angeles, California  
Odell Sales Limited, 920 Ste-Sophie Lane, Montreal, Quebec, Canada  
Fred Schenkenberg Co., 603 Wholesale Merchants Bldg., Dallas, Texas  
EXPORT: P. C. Fernandez & Cia., 50 Broad Street, Boston, Massachusetts

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**BINDINGS**

**PIPINGS**



"The Rotary Way" combines the use of  
"Rotary" full and semi-coated French  
Cord Binding with the "Rotary" French  
Cord Turning machine. Our exclusive  
coatings, when used with our equipment  
are guaranteed not to clog machines.

THE  
*Rotary*  
WAY



## Massachusetts

• **Merker-Leavitt Cut Sole Co., Inc.**, has been organized to produce cut soles at 12 Duncan St., Haverhill. Samuel Merker is president and Morris Leavitt is treasurer.

• **M. N. Berkovich, Inc.**, of 60 South St., Boston, has been organized to tan and prepare leather and leather products. John L. Berkovich is president and Norman Berkovich is treasurer.

• **Richard V. A. Hubbell** has been appointed assistant manager of the foreign department of **United Shoe Machinery Corp.**, Boston. Hubbell joined the firm in 1920 at its Marlboro office and was transferred to the Boston office foreign department in 1930.

• **Albert A. and Morris Kleinman**, brothers and partners in **Jalmo Shoe Co.**, Lynn, have pleaded guilty to evasion of Federal income taxes in 1944. The Government charges that the brothers prepared a company statement for that year in which total taxable income was understated by about \$45,000. A second indictment charges each with personal tax deficiency of about \$8300 each in the same year.

• **Ben Benjamin** has joined **Sherry Shoemakers**, Boston, as general superintendent and quality supervisor.

• **Kivie Kaplan**, vice president and general manager of **Colonial Tanning Co.**, Boston, recently told a group of tannery supervisors of **Hartnett Tanning Co.**, Ayer subsidiary, that every effort will be made to supply the tannery with needed hides, depending upon Government allocations. The tannery, like all others, is facing a rawstock shortage.

• **American Polymer Corp.**, Peabody, reports it has still four emulsions available to compounders of leather finishes. These are POLYCO 1677-7C, POLYCO 423, POLYCO 319 and POLYCO 1010-32, listed in order of increasing flexibility. Samples and data sheets are available.

• **International Shoe Machinery Corp.**, Cambridge, has purchased a plant in Plymouth from the National Cranberry Association. The plant will be used for assembling shoe machinery and production of adhesives.

• **Michael J. McGrail**, formerly with W. L. Douglas Shoe Co. in Brockton, has been appointed superintendent of **Joseph F. Corcoran Shoe Co., Inc.**, of Stoughton.

• **Wright-Batchelder Corp.**, Boston manufacturer of Dryseal weather-strip welting and other shoe products, has moved its offices to larger quarters at 10 High St.

"NO BREAKAGE TO BACK SEAMS"

"NO DISTORTION OF TOP LINES"

"EASIER ON OPERATOR"

"KEEPS SHOES IN BETTER SHAPE"

"SAVINGS HELP PAY LAST COSTS"

that's what  
users say about  
**SLIDE-O-MATIC**  
the revolutionary last  
that really shortens!

What shoe manufacturer hasn't wanted a last that would remove quickly, easily... eliminate strained and broken back seams and bindings... make last insertion in pre-fitted uppers rapid and easier on the operator... simplify and speed up relasting? Now such a last is available in Slide-O-Matic and here's what present users have to say:

"Since using the Slide-O-Matic, we find absolutely no distortion of top lines and no breakage or damage to back seams."

"The last makes it possible for an individual of not too great strength to operate the machine."

"The last speeds up last pulling to a considerable degree."

"We find that it is much easier to hold a tight top line with Slide-O-Matic than with the old conventional hinge. In fact, it seems to keep the shoes in better shape all the



Slide-O-Matic is shortened without effort on a simple treadle operated machine.



No notch in the cone, no opening in the bottom of Slide-O-Matic gives unbroken supporting surface for proper settling of material to the wood... aids shape retention.

way through. Without it, relasting would be practically a hopeless job for us."

Every Slide-O-Matic user reports benefits which have improved his production, speeded his lasting operations or controlled his costs. For example, manufacturers of slip-lasted shoes can shorten the last, turn platform covers and reclose the last faster than by any other technique.

What Slide-O-Matic is doing for many types of shoe making, it can do for *you*. Write for literature or ask your United Last representative to call.

**UNITED LAST COMPANY**  
BOSTON, MASSACHUSETTS

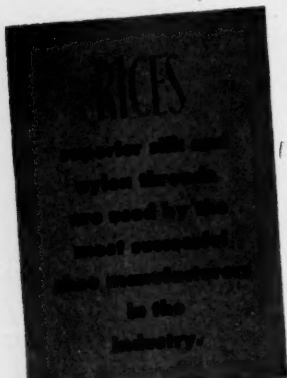
## CLASSIFIED ADVERTISING

### Wanted and For Sale

#### Leather Lines Wanted

SALES AGENCY calling on manufacturers in St. Louis territory wants lines of leather to sell on regular commission basis. Can arrange to carry inventory.

Address B-7,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.



**PRICES** *Threads*  
Famous For Quality SINCE 1878  
A. H. RICE COMPANY • MILLS - PITTSFIELD, MASS.  
SALESDROOMS, NEW YORK, BALTIMORE, PHILADELPHIA, ROCHESTER,  
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— Zinc Oxide — Cellulosives  
— Glycols — Ethanolamines  
Dyes — Chemicals — Extracts  
Greases — Residues  
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#### CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

### LEATHER SPECIALTIES PROCESS DEVELOPMENT

**PURE-TAN**  
(QUEBRACHO CRYSTALS)

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GRISWOLD**

14 Franklin St. Salem, Mass.

### Rates

Space in this department for display advertisements is \$2.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

### Chamois Leather

SUITS FOR ALL Automotive, Industrial and Domestic purposes. In Full Skins and Cut Squares.

Plain and Cellophane Packed  
Lowest Prices — Prompt Delivery

**WOODACRE CHAMOIS CO., LTD.**  
Leather Dressers  
DARWIN-LANCS-ENGLAND.

### Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF Shoes including Close outs, Samples and Factory Damages  
Also LEATHER SURPLUS and REMNANTS.

WRITE  
MATT AMROSE & SONS,  
SYRACUSE, N. Y.

### Tannery Wanted

TANNERY WANTED: Leather Chemist wants to buy a medium size tannery. Will also consider an active partnership. All replies held strictly confidential.

Address C-9,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### For Sale

50,000 to 100,000 sq. ft. White Elk Kips LM weight. Price: \$.61, .59, .57, .55 in four grades.

Address C-10,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Contract Finishing Wanted

WE INVITE inquiries about finishing your Sheep—Goat and Calf—New York Metropolitan Area.

Address C-11,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Tanning Materials Line Wanted

ESTABLISHED SALES AGENCY for Pacific Coast territory wants additional lines of tanning materials. Will sell on commission basis or buy for resale. Can carry inventory.

Address C-6, c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Offal For Sale

CHROME OFFAL for sale. Approximately 2 tons of Narrow Bull Bellies and shoulder, finish similar to Chrome Hydraulic leather, natural color. From heavy bull hides. As these are narrower than standard widths, they have been priced right. If interested, will submit prices and samples. Address C-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Measuring Machine

WANTED: 6 ft. Measuring Machine, Nightingale or Korrett. Must be in perfect condition. Advise lowest cash price.

Address C-12  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### For Sale at Low And Attractive Prices

Wool Blanket Ends  
Wool & Cotton Blanket Ends  
Cotton Blanket Ends  
Canton Flannel Full Stock, also Various Lengths, Jobs, Shorts  
Imitation Leather Full Stock and Remnants All Kinds & Colors & Weights  
Also, Block Cuts  
Book Binding Cloth Full Widths — In Rolls — Various Colors  
Felt — Rolls — Shorts — Remnants  
Knitted Fabrics

Raw Materials — In Carloads or Small Lots  
A Building Full of Bargains.  
We Just Keep Moving Our Stock.  
Take Advantage of Our Low Prices.  
Be One of Our Satisfied Customers.  
We Guarantee Satisfaction.  
Write for Your Needs — We Will Reply Promptly and in Detail with Samples, if necessary.

**CENTRAL MERCANTILE CO.**  
217 Milwaukee Ave., Chicago 6, Ill.

### Situations Wanted

MODEL CUTTER, experienced high-grade women's shoes. Earlier references. New York area preferred. Address X-21, c/o Leather and Shoes, 20 Vesey St., N. Y. 7.

### New England Representation

Man with wide knowledge of N. E. shoe industry and intimate acquaintance of most leading buyers can handle a good shoe materials line on commission basis. If line is competitive on quality and price basis, this man can sell it in N. E. Write details of your product to Box X-18, Leather and Shoes, 10 High St., Boston 10, Mass.

### Leather Chemist

LEATHER CHEMIST. 25 years experience in plant control, analysis, and experimental tanning.

Address C-14,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Tanner

TANNER. Twenty years experience with calf, side, horse, and splits. Beamhouse to finishing.

Address C-15,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

## Lasting and Making Room Foreman

Here's a man with all 'round experience on women's and men's shoes. Once government inspector of military footwear. Will go anywhere. Apply Box X-14, Leather and Shoes, 10 High St., Boston, Mass.

## Lasting & Making Room Foreman

Unusually well qualified man to take full charge of either room or both in small factory. Knows how to train new help. Will go anywhere. Apply Box X-14, Leather and Shoes, 10 High St., Boston 10, Mass.

## Cutting Room Foreman

Available at once, competent man who knows all cutting room procedure. Apply Box X-15, Leather & Shoes, 10 High St., Boston 10, Mass.

## Shoe Foreman

Making and bottoming room foreman, men's or boys' wets. Able, experienced supervisor, with only two factories in last 16 years. Prefer position within 50 miles radius of Boston. Write Box X-20, c/o Leather and Shoes, 10 High St., Boston, Mass.



Foreign and Domestic  
**HIDES & SKINS**

Capable organization of receivers  
for tanners' account.

100 Lincoln St., Boston 11, Mass.

Liberty 2-8672 and 2-8673

BEWARE OF SUBSTITUTES FOR  
**TACCO**  
**SOLUBLE CLAY**  
THERE IS ONLY ONE "TACCO"

THE AMERICAN COLOR  
& CHEMICAL CO.

Sole Distributors to the Leather  
Industry  
172-174 Purchase Street  
Tel. Liberty 9517 Boston, Mass.

## Coming Events

April 15-18, 1951 — Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 15-19, 1951—Advance Fall Shoe Show. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston.

April 21-25, 1951 — Southeastern Shoe Travelers' Show, Biltmore, Hotel, Atlanta.

May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951 — Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 19-26, 1951—National Foot Health Week, sponsored by National Foot Health Council.

May 20-22, 1951—Third Factory Management Conference, sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 27-29, 1951—Mountain States Fall Showing, sponsored by Mountain States Shoe Travelers Association. Albany Hotel, Denver, Col.

June 11-12, 1951—Seventh Annual Meeting of National Hide Association, Muehlebach Hotel, Kansas City, Mo.

June 11-14, 1951 — 1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.


July 22-25, 1951 — Baltimore Shoe Show, sponsored by the Baltimore Shoe Club. Lord Baltimore Hotel, Baltimore, Md.

June 24-27, 1951—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association. The Benjamin Franklin Hotel, Philadelphia, Pa.

Aug. 21-22, 1951 — Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

October 25-26, 1951—Annual Fall Meeting of Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.



**ACID FAT LIQUORS**

**SULPHONATED OILS**

**EMULSIFIED OILS**

**SULPHONATED TALLOW**

**FLEXOLE**

**CHEMICAL SPECIALTIES**

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*"Always Reliable"*

**LEATEX CHEMICAL COMPANY**  
2722 N. HANCOCK ST., PHILADELPHIA, PA.

**LARGEST CONTRACT LEATHER FINISHERS IN THE WORLD**

**PHENNY SMIDT LEATHER COMPANY**  
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**Paul Gallagher & Co., Inc.**

DEALERS IN  
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**Pickled Sheep Skins**

PEABODY, MASS.

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## SANDS & LECKIE

BROKERS

### HIDES

665 Atlantic Avenue, Boston 11, Mass.

### SKINS

Cable Address: SANDLECK



## CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99,

DELAWARE

**THERE'S  
MORE  
SPICE  
TO THIS  
Seasoning!**



Here's how tanners get better seasoning power—and slice operation costs!

The even color transfer and streak-free efficiency of patented Jenkins' **METLKOR** — the cylinder brush that lasts *3 to 12 times longer* — cuts seasoning time to a minimum. Their tough moisture-resistant aluminum or cold drawn steel cores won't sag or split, are evenly balanced.

**METLKOR** bristle *can be replaced!* This patented construction has *tuft-set* bristle set in notched flat corrosion-resistant wire, wound on metal cores and sealed in with solvent-water-proof baked plastic cement. This unique construction makes **METLKOR** brushes *easy to keep clean*.

Whatever the process, whether it's seasoning or buffing, there's a **METLKOR** to fit your needs. If you have a special brush problem, call on us, or write: M. W. Jenkins' Sons, Inc., Cedar Grove, Essex County, N. J.

**TANNERS'  
METLKOR®**

**BRUSHES FOR:**

Seasoning  
Brushing  
Bolster Washing  
Oiling off  
Buffing  
Dusting off  
Sponging  
Conveyors  
Feeding  
Conveyor scrubbing  
Penetrating  
Hide wetting  
Coloring

**M. W. JENKINS' SONS, INC.**

74 YEARS OF INDUSTRIAL BRUSH KNOW-HOW  
Cedar Grove, Essex County, New Jersey



## "Whether there be Prophecies, They Shall Fail"

... those words, spoken by a redoubtable seer nearly 2000 years ago, have probably never been so pertinent as they are today. For today's most carefully computed prediction is liable to prove completely false tomorrow. *We* are certainly not attempting to prophesy anything, but are simply keeping "our noses to the grindstone." And by that we mean doing all we can to continue providing the leather industry with top quality tanning aids ... as we have done for years.

The pictures shown here bear witness in our behalf. At first glance, they may appear quite unrelated to the headline. But, indeed, they team with it to emphasize the message we would leave with you: *Whatever the uncertainties ahead, you can do no better than call upon the experience, skills, and facilities we have accumulated at Nopco\*, to obtain service that's unsurpassed.*

Right now, we are prepared to supply you with fatliquors for every type of leather, plus the leather sponging compounds, alum stable oils, and other specialty items for which we are famous.

Should essential materials dwindle to such short supply that we cannot maintain present formulations, we have other excellent formulations in reserve—designed to "hold the line" in the event of bitter emergency.

Nopco has spent years developing and manufacturing products that go to make good leather better. You can rely upon us to continue doing so, to the best of our ability, come what may.

If you will send us your specifications, we shall be glad to make recommendations based upon your particular needs. And remember, we stand ready at all times to supplement our laboratory data with technical assistance in *your own tannery*—to make certain the leathers you produce have just the characteristics you desire.

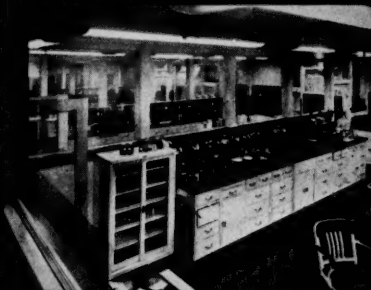


**NOPCO CHEMICAL COMPANY**  
HARRISON, NEW JERSEY

Branches: Boston, Chicago, Cedartown, Ga., Richmond, Calif.



Nopco Headquarters—Harrison, New Jersey



New Nopco Research Laboratories



Tanners' samples are inspected before testing



Tumbling barrels approximate tannery processes